

Sales Manager Required

- **Location of Work: Winchester, ON**
- **Start & End Date (estimated): ASAP - Permanent**
- **Hours of Work: Monday – Friday 8:00am to 5:00pm**
- **Overtime Required: Yes, from time to time based on client needs**
- **Interview: Yes – face to face interviews will be conducted**
- **Salary: \$65K - \$95K (Depending on experience and to be negotiated + monthly and yearly bonus'**
- **Benefits if hired full time/temp to perm options: Full benefits after 3 months including dental, medical and vision. RRSP - employer matches up to a certain percentage and increases with tenure.**
- **3 week's vacation**

Deadline for Quantum's submission of resumes for this requirement is ASAP

Sales Manager JOB DESCRIPTION:

- Manage on a daily basis operations of the sales department by complying with the annual business plan, in order to maximize profitability goals of the department,
- Supervise the work team, ensure they are trained, ensure performance assessments and is in charge of hiring high-quality personnel,
- Measure and analyze the performance and productivity standards for sales representatives (territory and showroom), according to the annual objectives of the department,
- Hire, manage, mobilize and train sales representatives (training and coaching in sales techniques) of the sales department, in order to maximize the performance of the human capital and to maintain a healthy work environment,
- Draft annually a business plan that aims to increase the volume of sales for the sales department,
- Serve clients with enthusiasm and meet their needs,
- On a weekly basis, support the sales representatives when visiting existing or future clients in their territory,
- Periodically visit clients, so as to maintain good business relationships and to be up-to-date with the needs of the latter,
- Ensure the disposition of the showroom and the exterior yard. In conjunction with the team, target demonstration to show clients, plan and prepare open houses, training clinics, exhibitions, Etc.,
- At all times, comply with the standards and policies regarding health and safety in the workplace.

Ideally, candidates would have the following:

- A college or university degree or a diploma in a field related to sales or any other related field,
- Three years' experience and + in a supervisory and personnel management position in

an after-sales services department,

- Three to five years' experience as a sales manager,
- You are passionate about agriculture ,business or the industrial field,
- Bilingual (French and English) OR advanced English with the ability to understand French
- Excellent aptitude for communications, coaching, planning and discipline, leadership, professional integrity and a passion for customer service!

If you are interested; please send your CV ASAP to:

Jennifer Curtis

Recruitment Manager

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www.quantum.ca