

Territory Sales Representative, Ontario

Job Overview:

Join us as we strive to expand our market presence while providing exceptional service to our customers! We are seeking a motivated and results-driven Territory Representative to join our dynamic sales team. In this role, you will be working out of our main office Monday-Friday, located in Courtland, Ontario and will be responsible for driving business growth within the province of Ontario by developing and maintaining strong relationships with customers. The ideal candidate will possess a strong background in sales and business development, with the ability to analyze market trends and identify new opportunities.

This is a full-time permanent salary-based position, plus commissions paid on OTE (On Target Earnings)

Responsibilities:

- Develop and execute strategic sales plans to achieve territory goals.
- Identify and pursue new business opportunities through prospecting and networking.
- Build and maintain strong relationships with existing clients to ensure customer satisfaction and retention.
- Sell parts & service as needed to increase customer retention
- Collaborate with cross-functional teams to deliver tailored solutions that meet customer's needs.
- Provide technical sales support by understanding product specifications and demonstrating product value.
- Prepare and present sales proposals, reports, and forecasts to management.
- Attend industry events and trade shows both as an exhibitor and as an attendee to promote products and expand professional network.
- Travel within the territory on day-trips as required, and occasional multi-day trips to the United States only as required.

Experience:

- Post-secondary education is preferred.
- Minimum of 3 years proven experience in equipment sales is required for this role.
- Demonstrated success in business development and outside sales.
- Strong account management skills with the ability to foster long-term customer relationships.
- Excellent analytical skills to assess market conditions and customer needs effectively.
- Strong communication skills, both verbal and written, with the ability to present ideas clearly and speak directly with customers via teleconference.
- Self-motivated with a proactive approach to achieving sales targets.
- Valid driver's license and reliable transportation required.
- Mechanical aptitude with ability to understand technical functions of equipment is considered an asset.

Benefits:

- Business Casual dress
- Dental, Vision and Healthcare Benefits
- RRSP/DPSP Match
- Life insurance
- Paid time off

Cadman Power Equipment welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process. We thank all applicants for their interest; however, only those chosen for an interview will be contacted.

Pay: \$41,000.00-\$91,000.00 per year, including salary and commissions