

## **TERRITORY MANAGER**

**Alliance Door Products Canada** in **St. Thomas, Ontario** has an immediate opening for a **Territory Manager** to serve our customers in Central Ontario (**Greater Peterborough area**). Join our values-based leadership team, and grow your career with a trusted, proven Canadian building materials supplier.

A Territory Manager (TM) is entrusted with the leadership, management and coordination of sales and marketing efforts/activities in this region of Ontario. This role is a Sales/Relationship specialist, has an intimate connection with the market/industry and is committed to translating customer needs into solutions.

## **ABOUT ALLIANCE DOOR PRODUCTS**

With several locations across Canada and the US, we are a leading manufacturer and distributor of residential and commercial doors. We strive to be honorable in all we do, help others, pursue excellence, and grow profitably. Every day, we ensure that we are providing the building materials market with door and millwork products of the highest quality. We are responsive, efficient, and prompt in our services and always make sure that our customers have the greatest potential for profit. We value respect for all people, integrity in every situation, and great attention to the quality of our products.

In addition to **competitive pay** and our **exceptional culture**, we offer the following benefits and perks:

- Extended medical, dental, and vision plan
- Life insurance
- Disability benefits
- Registered Retirement Savings Plan (RRSP)
- An employee referral bonus program
- Career growth potential
- Staff events

## **OUR IDEAL TERRITORY MANAGER**

- Positive attitude, servant's heart, flexible and adaptable
- Love for people and a desire to create opportunities for their participation and success
- Passion for driving change and delivering results through commitment to operational excellence and continuous improvement
- Commitment to communicate and collaborate successfully with peers, customers, vendors and others
- Desire to build a healthy future to share with peers and management
- Work together and contribute to one team where everyone knows the plan
- Reflect our Statement of Purpose authentically to our community

## **RESPONSIBILITIES:**

- Develop and maintain mutually beneficial partnerships with customers through business consultation, market research, product knowledge training, technical assistance, and pursuing means in support of customer profitability. "Jointly" with Director of Sales, develop annual sales budgets and business plans to maintain and grow sales volume that meet company sales goals and objectives. Provide management with regular updates on key issues within assigned territory.

- Develop strategies and tactics to execute company and territory strategic plan/direction, and to achieve market development and market share penetration
- Provide direction and supervise execution of marketing programs; accountable for implementation of market strategies within the trading territory to support sales growth
- Create and support external business networks and relationships and investigate potential for new business opportunities. Negotiate new business opportunities with potential buyers and/or partners
- As a member of the Alliance Door Products Sales Team, conceive, develop, implement, and manage goals and strategies that meet corporate objectives
- Amend, administer, and enforce company policies
- Other related duties