

Regional Sales Manager

Full Time, Permanent Position

We're seeking a passionate leader with a proven track record in sales strategy, business development, and team leadership to spearhead our sales team in **Red Deer, AB**. If you thrive on building relationships, exceeding targets, and taking ownership of a regional portfolio, this is the opportunity to make a lasting impact. Ready to lead, inspire, and grow? Apply today!

Leadership

- Mentor, coach, direct and manage the sales team to promote their development and achieve individual targets.
- Conduct regular performance review meetings with sales team to promote continuous improvement.
- Hold regular goal-setting meetings with the sales team
- Work closely with the Branch Manager, maintaining regular communication

Stakeholder Relationships

- Represent the company in a professional manner, displaying high levels of integrity and customer service. Leading from the front as an ambassador for the brand.
- Develop and maintain relationships with our key suppliers and ensure product knowledge sessions are held monthly.
- Travel to key customers to learn about their businesses.

Organizational Alignment

- Ensure compliance with company policies and procedures. Work with department heads and senior management to maintain high levels of communication.
- Prepare branch sales budget, business plan and forecasting.
- Analyze reports and create action plans for self and sales team to attain goals.
- Complete daily, weekly, monthly check list ensuring all aspects are met on time in full.
- Manage and coach the sales team to achieve compliance with company standards in Customer Relationship Management (CRM).
- Understand protocols, including notepad entries, stratification, maintaining decision maker details and capturing lost sale information.
- Daily review of sales orders, quotations, and templates to ensure revenues, margins and delivery charges are captured correctly and to investigate issues accordingly.
- Work with Marketing to identify target customers and product group opportunities.
- Other duties as described the Director of Sales / Branch Manager

QUALIFICATIONS:

- Diploma or Degree in Business Sales or equivalent program preferred
- Experience in B2B and B2C selling.
- Experience in leading teams and managing sales targets
- Project management experience
- Proficient in Microsoft Office Suite
- Skilled in the use of CRM systems

To apply send your cover letter and resume to: hr@cgsupply.ca