

# **CONSOLIDATED GYPSUM / ROOFING SUPPLY**

**Title:** Regional Sales Manager - Calgary

Reporting to the Director of Sales, the Regional Sales Manager will lead and develop the sales team within their assigned territory. This role is responsible for driving revenue growth, maintaining key customer relationships, and ensuring the company's strong presence in the market.

## **Key Responsibilities:**

- Lead, train, and mentor the sales team, including inside and outside sales representatives.
- Develop and implement strategies to achieve and exceed sales targets.
- Maintain and expand relationships with existing accounts while aggressively pursuing new business opportunities.
- Represent Consolidated Gypsum Supply Ltd. professionally at industry associations, meetings, and trade events.
- Oversee and execute merchandising programs in alignment with company directives.
- Handle customer inquiries and complaints in accordance with company policies, escalating as needed.
- Monitor competitor pricing, discounts, and market trends to maintain a competitive edge.
- Assist in sales forecasting and strategy development.
- Maintain accurate and up-to-date customer records.
- Prepare and submit sales reports and expense reports as required.
- Provide recommendations for new product additions and modifications.
- Foster cross-departmental collaboration to align with company objectives.
- Participate in inventory counts and ensure smooth order processing.

## **Qualifications & Experience:**

- Minimum 10 years of sales management experience with a proven track record in field sales.
- Strong preference for candidates with experience in the building materials industry.
- Exceptional leadership, coaching, and team development skills.
- Proficiency in CRM systems and other sales-related software.

- Strong communication, negotiation, and relationship-building skills.
- Ability to motivate and lead a high-performing sales team.

**What We Offer:**

- Competitive salary plus commission
- Comprehensive benefits package
- RSP matching program
- Vehicle allowance
- Phone allowance
- Education reimbursement
- Employee discount

**About Us:**

Consolidated Gypsum Supply (CGS) is the go-to distributor in Alberta and Saskatchewan for commercial and residential building supplies. With 6 locations in Edmonton, Calgary, Red Deer and Saskatoon, CGS is able to source and deliver high quality building materials to contractors. CGS specializes in the local supply of drywall, ceiling systems, roofing, steel framing, insulation, stucco, exterior insulation finish systems, construction tools and other building supplies. Check out our website [here](#) to learn more.