



J O B D E S C R I P T I O N

Job title: Territory Sales Manager
Reports to : Provincial Sales Manager
Department: Sales
Location: Manitoba

Summary:

The responsibility of the Territory Sales Manager is to take continuous actions to maximize sales with existing customers and pursue new sales opportunities with prospective customers. By continually maintaining a professional image of the company, the Territory Sales Manager should be able to display passion and an in-person presentational skill. This person will report directly to the Provincial Sales Manager.

Key Responsibilities include the following and other duties may be assigned:

- Service and maintain existing accounts (travel to accounts and build customer relationships).
- Develop and expand new accounts to grow our business with our Window & Door product categories.
- Maintain strong internal/external relationships (inside sales, pricing coordinators, VP Sales & Marketing, sales leads, store owners and others).
- Identify and resolve store associate and management concerns and manage customer issues and concerns as they arise.
- Represent JELD-WEN inc. in a professional manner by presenting and selling company products and sales programs.
- Train customer sales associates how to sell JELD-WEN products and services.
- Prepare sales plans and call schedules based on analysis of provided data and market opportunities.
- Be prepared with current sales numbers for each store call and suggest assortment enhancements and change opportunities;
- Manage customer merchandise teams by developing and strengthening relationships with the group, conducting store walks and training and documenting and addressing issues where service is lacking;
- Support customer efforts to grow targeted business.

Competencies should be demonstrated as below:

- Analytical - Collect and research data, use intuition and experience to complement data, compile, process, summarize, and analyze those data accurately in a timely manner.
- Strategic Thinking – Support strategies to achieve organizational goals, analyze market and competition, identify external threats and opportunities, and adapt to changing conditions.
- Strong presentation and public speaking skills as well as strong negotiation skills.
- Problem Solving - Identify and resolve problems, gather and analyze information skillfully and develop alternative solutions.
- Detail Oriented – Strong ability to provide accurate details in analysis.
- Collaborative – Work well in unison with the Canadian Sales Team, stakeholders and demonstrate excellent people skills.
- Customer Service - Respond promptly to internal and external customer needs; respond to requests for service and assistance and meet commitments.
- Change Management – Build commitment and overcome resistance.
- Leadership – Exhibit confidence in self and others, effectively influence actions and opinions of others.
- Ethics - Treat people with respect, work with integrity and ethically and uphold organizational values.

Education/Experience:

- Associate's degree or equivalent of two-year college or technical school or minimum of five years related sales experience, preferably in the windows and doors industry or equivalent combination of education and experience;
- Ability to read Blue Prints and knowledge to perform windows and doors take-offs required;
- Proficient in Microsoft Outlook, Excel, Word, PowerPoint, Customer Relationship Management Software, Electronic Pricing Catalogue, Other Electronic pricing methods (MQS/M2O), Expense Reporting Program, and Internet Web Browser;
- Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, volume and ability to apply concepts of basic algebra and geometry;
- Must have a valid driver's license;
- This position requires travelling (50 % of the week).

Please forward your resume to hollysingh@jeldwen.com