

Here We Grow Again! Come Join Our Award-Winning Team!

Regal ideas is the industry leader and has become the largest and most renowned brand of aluminum railings in North America and around the globe. From Inspiration and Innovation to Safety and Durability, Regal Ideas spends an extensive amount of time researching, developing and evolving its product mix to bring innovative products that inspire homeowners, contractors and architects.

As we enter 2025, we are excited to grow our team and are looking for 3 Territory Managers to service the following Canadian markets:

1. Northern and Eastern Ontario
2. Manitoba and Saskatchewan
3. British Columbia

Regal ideas products can be seen on many of today's home renovation shows and continues to lead the industry with its innovation, safety, and award-winning merchandising and marketing programs.

POSITION SUMMARY

The Territory Manager will be the driving force to increase sales across their assigned territory. The successful candidate will predominantly be on the road conducting retail site visits, developing relationships with key retail partners and contractors while networking with potential new customers.

The role also involves working with retailers with store set up and merchandising as well as training of new stores and staff members. In addition, you will work with the executive team in finding new opportunities that align with the corporate strategy, identify sales leads, and maintain relationships with current and new customers. This role will provide you with support to obtain new leads and drive new sales. You are innovative, creative and a team player who can lead by example in a fast-paced, deadline-driven environment.

The successful candidate has strong technical knowledge. He/she is detail oriented and can confidently support installation and client inquiries as needed. The selected candidate will report directly to the Executive Vice President and work closely with the Director of Sales and with all facets of the company.

RESPONSIBILITIES

- Meeting quarterly and annual sales targets as set by the organization.
- Manage existing accounts, train Dealers and store staff on existing and new products.
- Weekly reporting and record updating of accounts.
- Gather competitive information and perform competitive price shops.
- Grow market share by opening new stocking locations and converting Dealers to Regal ideas Dealers.
- Trade Show support (National and Regional), including Dealer contractor events.
- Store setup and merchandising.
- Participate in various departmental meetings or training as required.
- Pre-qualify potential clients with appropriate questions to establish budget, timelines, and compatibility, prepare quotations and site install meetings as required.
- Manage clients' expectations by informing them of company processes, policies, and timelines.
- Update clients of business changes such as product offering, pricing, or inventory issues.
- Learn and promote the use of RegalONE, Regal's internal quoting software.
- Frequent use of Regal's internal CRM tool.
- Other duties as assigned to meet the ongoing needs of the organization.
- This is a remote position and requires significant travel away from the office.

QUALIFICATIONS AND COMPETENCIES

- 5-10 years of experience in the Home Improvement industry, preferably in the Lumber and Building Materials category.
- Experience in territory management is preferred with strong knowledge of account management.

- Team player and self-motivated with the ability to make solid business decisions for his/her territory.
- Valid driver's license with consistent access to a reliable vehicle is a must.
- Good computer skills including MS Outlook, Word, Excel, PowerPoint.
- Excellent written and oral communication skills required.
- Reliability, integrity, passion and in-person presentation skills with a strong ability to establish relationships and close deals.
- Good self-management skills.
- Exceptional, industry leading, customer service skills with a proven strength in exceeding client expectations and an ability to identify best product and fit for client needs.
- Excellent planning, coordination, and scheduling skills.
- High-energy, detail-oriented, results-driven, self-motivated individual and must be a team player.
- Must be flexible with work hours.
- Preference for candidates residing in specified territories.

WORK ENVIRONMENT AND CONDITIONS

- Consult with clients/dealers, conduct demonstrations, attend meetings, conferences, seminars, etc.
- Position requires set-up of displays, involving a certain amount of physical effort.
- Frequent travel is required, often up to several hours of driving per day.
- Manual dexterity required to use desktop computer and peripherals.
- Occasional lifting of items up to 50 lbs.
- Exposure to variable weather conditions is likely.

Regal ideas support diversity, equality and a workplace free from harassment and discrimination. We are committed to providing accommodation for people with disabilities. If you require accommodation through any aspects of the selection process, please notify us and we will work with you to meet your needs.

If this sounds like a good fit, we want to hear from you!

Please email your resume to: marketing@regalideas.com