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Job Description – Territory Sales Manager

Summary

The position is responsible for understanding and developing assigned territory to maximize and grow revenue and profits by selling Hood's products and solutions to existing customers and acquiring new business. The position reports directly to the General Manager Darren Hynnes.

Essential Duties and Responsibilities

- Develop an in-depth knowledge of Hood's core products via successful completion of required sales training program and utilize this knowledge to sell Hood's products to new and existing customers in assigned territory.
- Create and execute a territory sales plan that meets or exceeds established sales quotas and supports company revenue and profit targets.
- Optimize business development plan by working closely with General Manager to maximize time in field and overall efficiency through development and prequalification of sales leads.
- Meet regularly with existing customers and prospects in sales territory to understand their evolving business needs and position product solutions to meet surfaced needs.
- Continuously expand customer understanding and use Hood product solutions and capabilities.
- Build long term, productive and mutually beneficial relationships with existing and new customers.
- Maintain consistent communication and timely follow-up with customers and prospects, be available and responsive to customer's real-time needs.
- Work effectively with internal support department to promote sales for new and existing customers to maximize Hood's visibility.
- Attend conferences, professional association meetings and trade shows.
- Complete sales activity reports and present them in a timely manner.
- Other duties may be assigned.

Outlook

Believes in self, company and marketplace and is passionate about learning and growing. Takes responsibility for own success, accepts challenges, will not take "no" as failure, but as an opportunity to succeed.

Communication

Creates and sustains ongoing forums that encourage two-way communication opportunities, demonstrates and promotes positive prospect, client and work relationships, proactively addresses and manages conflict and disputes, works to achieve conflict resolution.

Oral communication – Speaks clearly and persuasively in positive or negative situations, listens and gets clarification. Responds well to questions. Demonstrates group presentation skills. Participates in meetings.

Written communication- Writes clearly and informatively, Edits work for spelling and grammar. Varies writing style to meet needs. Presents numerical data effectively. Able to read and interpret written information.

Character

Demonstrates unquestionable integrity in every aspect of work and dealing with others. Consistently models desired behaviours and values established by the company. Respects diversity of perspective in discussions and demonstrates an inclusive style. Demonstrates concerns for job safety for self and others.

Sales Acumen

Does not take things personally, knows what to say or do at the appropriate time, is cool under pressure and is prepared for whatever the prospect or client does or says. Does not strategize on the fly, does not over analyze, and stays in the moment. Asks thoughtful questions, displays effective listening, demonstrates product value, is tenacious, maintains continuous contacts with prospects and clients to establish needs. Demonstrates effectiveness in linking product features/benefits to client needs.

Results Orientation

Makes fact based decisions and follows through to completion, analyzes and uses data to achieve sales goals, drives execution, initiates action and follow-ups to successful completion, effectively demonstrates how solutions will solve prospects or client's problems, continuously conducts post call debriefs and performs pre-call strategies.

Collaboration

Effectively builds and maintains partnerships with clients, prospects and people at all levels across the company. Contributes to team and company success. Maintains flexibility and reacts to change appropriately. Communicates and shares information with candor that builds trust and enhances relationships.

Competencies

- Results oriented, tenacious, self-starter who strategically plans for success.
- Demonstrates impeccable sales acumen with passion and drive for success.
- Excellent communication skills (verbal and written.)
- Excellent presentation skills (development and delivery.)
- Effective team player with ability to build and maintain positive relationships.
- Excellent planning, investigative, analytical and reporting skills.
- Experience inputting and retrieving data to develop and/or nurture leads.