



## JOB DESCRIPTION

Title: **Western Canada Regional Sales Manager**  
Status: Full Time  
Department: Sales  
Reports to: General Manager

### **Duties and Responsibilities:**

#### **Sales Management**

- Responsible for the selection, training, development and evaluation of distributors.
- Make joint sales calls with distributors to promote Durlon/DFT products.
- Evaluate customer applications and recommend Durlon/DFT products.
- Troubleshoot customer problems involving competitor and Durlon/DFT products and offer solutions.
- Meet or exceed sales goals as agreed with Triangle Fluid Controls Ltd. management.
- Follow up with late or slow paying customers as directed by management.
- Develop and lead customer focused seminars presenting technical and application information on Durlon/DFT products.

#### **Marketing Management**

- Review market trends to determine customer's needs and opportunities for Durlon/DFT.
- Participate in new product development meetings.
- Recommend product changes, improvements or new developments.
- Develop and maintain an installation database for Durlon/DFT product installations within the territory.
- Monitor existing installations for performance data.
- Monitor quote activity for gaskets and valves.
- Participate in annual sales forecasting process as well as track sales vs. budget throughout the year.
- Represent Durlon/DFT at Trade Shows and Trade Association meetings.

### **Qualifications:**

- Minimum of 5 years' experience in sales or marketing.

- Post Secondary Education required.
- Background in B2B sales and distribution management
- Strong analytical and computer skills (proficiency with Microsoft Office Products and database software).
- Highly organized and detail oriented.
- Clean driving record.
- Ability to travel outside of Canada (valid passport)
- Strong technical orientation.

**Other Essential Skills and Position Requirements:**

An excellent working knowledge of industrial gasket/valve markets, customers and applications is essential.

Individual must be highly motivated, and an independent worker. Excellent planning, decision-making and problem-solving skills are required as well as resourcefulness, and good judgment. Additionally, the individual should be able to work under pressure in a fast-paced competitive environment.

The individual must be able to speak and write English. Strong communication and negotiating skills are a must along with intermediate level computer skills using Microsoft Office products, ACT! and other personal computer software and applications.

Continuing education and participation in professional and trade organizations is encouraged.

Job may require weekend or evening hours. However, Regional Sales Managers are expected to work additional hours as needed to meet deadlines and satisfy company goals and customer needs. The individual will be expected to participate in customer site visits, training, seminars and/or conferences. Extensive travel within the territory is a requirement including overnight travel when needed.

The individual will be required to climb ladders, catwalks, and man lifts and gain access to restricted areas and tight quarters. The individual will be required to be

able to lift and carry up to 50 lbs. (sample cases, products, etc.). Personal protective equipment will have to be worn at some job sites and locations.

This position will have heavy interaction with all levels within the organization including the Executive management of Triangle Fluid Controls Ltd. A positive attitude, professional appearance, punctuality for appointments and good attendance is expected.

Company expenses will be paid on the individual's credit card and reimbursed.

A car allowance will be paid by the company, but the individual will be expected to provide a sound and safe car (less than 5 years old) and their own insurance.