

TERRITORY SALES MANAGER– LANGLEY (Full Time)

Unified Alloys is one of the largest suppliers of specialty steel, alloy piping and instrumentation products in Canada. We are currently looking to expand our **Sales** team and have a **Territory Sales Manager** position available in our **Langley** operation.

General Responsibilities: The Territory Sales Manager is a part of the Outside Sales Department. They work cooperatively with the Sales Team and other members of the distribution team to identify define and develop business opportunities that clearly reflect the company's objectives to grow existing customer sales and create new customers. The individual is responsible to cultivate customer relationships, develop and implement strategic territory plans, develop sales networks and utilize the company software systems to track and manage accounts.

Job Duties

- Participate with management in updating territory plan and setting sales goals.
- Determine sales potential for new and existing customers through inquiry, observation or periodical research.
- Determine customer requirements and expectations in order to recommend specific products.
- Identify trends in customer satisfaction or dissatisfaction.
- Increase business and account base by finding and qualifying new business accounts using sales techniques to cross sell and up-sell.
- Maintain and improve customer relationships and satisfaction.
- Learn and apply new product knowledge to enhance sales and personal professionalism.
- Assist clients with special requests and problems (supply information, resolve complaints, etc.)
- Visit job sites as needed to measure or provide client services.
- Gather competitive information and other market information regularly while interacting cooperatively with other members of the distribution team.
- Negotiate and establish pricing and terms according to company requirements for customer and transaction profitability.
- Prepare and present quotations.
- Communicate to the purchasing department unexpected increases or decreases in demand for products.

Desired Skills and Qualifications

- Demonstrate success meeting sales goals and growing sales.
- Customer service attitude.
- Demonstrate understanding and application of effective selling strategies/techniques and success growing sales and meeting goals.
- Strong knowledge of sales operations including logistics, carriers, policies, procedures and product.
- Sound analytical thinking, planning, prioritization, and execution skills.
- Effective listening, communication (verbal and written), negotiation and phone skills.
- Exceptional problem-solving and analytical abilities in a fast paced environment.
- Able to read, analyze and interpret numbers and perform business math (basic algebra, compute rate, ratio, etc.).
- High level of integrity, confidentiality, and accountability.
- Strong computer skills with knowledge of Microsoft Office Suite and customer relationship management software.
- Results driven attitude.

Our company offers competitive salaries and a full benefits package www.unifiedalloys.com. Only successful candidates will be contacted. Position will remain open until a suitable candidate is selected. No phone calls please. Please submit your resume to the attention of: Human Resources: hadmin@unifiedalloys.com. Please include Job Title and Location in the e-mail heading.