

District Sales Manager – BRITISH COLUMBIA

Robertson Building Systems, a leading metal buildings solutions company with its Head Office located in Hamilton, Ontario, is looking for a District Sales Manager for British Columbia, Canada (DSM-BC). **This position requires a thorough knowledge of the end uses and construction of the metal building systems process.** We are seeking an inspiring leader who is capable of organic and strategic sales execution, working independently, as well as part of a team. Robertson Building Systems uses leading edge engineering design and manufacturing technology to provide innovative engineering steel building solutions for the commercial, industrial and institutional segments of the construction industry.

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RESPONSIBILITIES

The District Sales Manager, British Columbia, will report to Robertson Building Systems' Regional Sales Manager in Canada. This role focuses on building strong relationships with Metal Building builders while obtaining the maximum possible sales coverage throughout British Columbia. The DSM-BC will research, define and develop relationships to ensure Robertson Building Systems is the Preferred Provider and ultimately the Sole Provider for those end users. The key to success in this role will be to embrace the expert seeker marketplace in order to capitalize on new opportunities for Robertson Building Systems' growing portfolio. The DSM-BC will influence business partnerships by focusing on Robertson's value proposition rather than simply price driven decisions.

- Participation in the development of Robertson's business strategy, policies and culture
- Manage and engage with our existing builder account base to better optimize our partnerships
- Analyze prospects, markets and growth opportunities for greater market penetration
- Apply innovative approaches to cultivate and grow the active account base with new customers
- Develop lasting customer relationships
- Meet or exceed assigned annual sales goals, business development goals and KPI goals
- Manage a business plan by following a complete and consistent evaluation methodology
- Effectively project manage up to the execution of each opportunity
- Closely monitor competitors, markets, threats, business opportunities and take necessary actions
- Effectively collaborate with peers, management and link the builders with the internal office
- Remain up to date on all current industry intelligence
- Act as a thought partner for the sales management team in key decisions
- Willing to travel approximately 40% of each month
- Provide quotes, weekly forecasts and monthly status reports on business opportunities
- Foster "solutions not excuses" mindset within all internal departments and brand support teams

ATTRIBUTES

- The candidate must be a self-motivated high achiever with the ability and proven track record of managing themselves autonomously
- Comfortable with new business recruitment processes; exceptional phone skills are critical
- Excellent interpersonal and communication skills
- Experienced and knowledgeable in the Steel Building industry
- Skills in steel building design
- Accountable
- Confidence in reporting and answering to upper management
- Excellent risk assessment, financial modeling, problem solving, and analytical skills
- Excellent project management and communication skills
- Ability to manage multiple work streams simultaneously
- Confident, grounded leader
- Proficient in presentation software to both small and large groups
- Work in a team environment

QUALIFICATIONS

- Minimum of 10+ years direct sales experience calling on architects and building owners
- Bachelor's degree in Architecture or Engineering preferred
- Previous experience working with Construction Estimating Software
- Self-starter who is capable to work independently with minimal supervision
- Must be able to read and interpret drawings and have excellent oral and written communication skills
- Excellent PC skills with emphasis on presentation and modeling (Word, Power Point, Excel)

***** TRAVEL REQUIRED****

If you are interested in learning more about this opportunity, please forward your resume online to:
human.resources@RobertsonBuildings.com

We thank all candidates for their interest, however, only those being interviewed will be contacted.