

Using leading edge engineering design and manufacturing technology, Robertson Building Systems, an NCI Company, provides innovative engineering steel building solutions for the commercial, industrial and institutional segments of the construction industry.

*Important:* This position requires a thorough knowledge of the end uses and construction process of pre-engineered buildings.

## **DISTRICT SALES MANAGER, North East United States**

Seeking a qualified candidate with 10+ years of direct sales experience, whose focus will be on building strong relationships with Metal Building builders while obtaining the maximum possible sales coverage throughout North East United States.

The District Sales Manager, North East United States, will report to Robertson Building Systems' Vice President in Canada. 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 deliverable is the recognition of viable opportunities from Robertson Building Systems Brands which are not currently being capitalized. Research, develop, influence and persuade users to utilize Robertson Buildings focusing on the value proposition rather than simply price driven decisions.

### **RESPONSIBILITIES**

- Analyze prospects, markets and growth opportunities,
- Develop lasting customer relationships with qualified builders,
- Meet or exceed annual sales goals assigned and business development goals through specification development and design,
- Formally document business plan:
  - Follow a complete and consistent evaluation methodology
  - Prepare and clearly present business plan documentation
  - Effective project management up to execution of strategy
- Identify and analyze competition and recommend strategy
- Effectively collaborate with peers, management and customers
- Must stay current on industry intelligence at all times
- Assist in the refinement of the long-term strategic plan
- Act as a thought partner for segment management team in key decisions
- Willing to travel approximately 40% of each month
- Research, define and coordinate account targets with weekly reporting to Robertson Building Systems Vice President
- Provide weekly forecasts and monthly status report
- Foster "solutions not excuses" mindset within all internal departments and brand support teams,
- Specific Quarterly and Annual performance goals to be developed by the Vice President, Robertson Building Systems

## ATTRIBUTES

- The candidate must be self-motivated with the ability and proven track record of managing themselves autonomously
- Comfortable with relentless, targeted cold-calling; 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
- Comfortable operating in ambiguous environments
- Ability to manage multiple work streams simultaneously
- Confident, grounded leader
- Proficient in presentation software to both small and large groups

## 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 able 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)

**\*\*\*EXTENSIVE TRAVEL REQUIRED\*\***

**The closing date for receipt of applications is JULY 7th, 2017**

**If you are interested in learning more about this opportunity, please forward your resume online to:**  
[Human.Resources@RobertsonBuildings.com](mailto:Human.Resources@RobertsonBuildings.com)

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