

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.

REGIONAL SALES MANAGER CANADA

Reporting directly to the Vice President, Robertson, the Regional Sales Manager (RSM) for Robertson Building Systems will help grow revenue by working in partnership with the District Sales Managers in coordinating Robertson's services and product offerings to the customer base. The RSM is responsible for staffing, developing and monitoring outside sales functions for the entire organization and is accountable for an established budget and its achievement regarding sales and revenue dollars. The Regional Sales Manager's effectiveness is measured and graded by their ability to meet and/or exceed assigned sales/revenue and profit margin budgets, as well as, their ability to work effectively with the inside sales and project teams.

RESPONSIBILITIES

- Developing and leading a cohesive, high functioning outside and inside sales team
- Review current sales strategy and initiatives with Vice President and develop three year plan
- Analyze prospects, markets and growth opportunities,
- Taking action on customer concerns, investigating situations and creating solutions
- Forecast territory sales based on increasing historical market penetration
- Current on industry intelligence at all times
- Meet or exceed annual sales goals
- Research, define and coordinate account targets with weekly reporting to Robertson Building Systems Vice President
- Identify and analyze competition and recommend strategy
- Provide weekly forecasts and monthly status reports
- Must have management skills necessary for clear communications, active listening, effective delegating, resolving team challenges and establishing accountability for performance
- Working with the Robertson Building Systems' management and peers that will lead to a culture of best outcomes for the whole
- Foster "solutions not excuses" mindset within all internal departments and brand support teams to develop lasting, mutually beneficial customer relationships
- Extensive travel within Canada and US required

ATTRIBUTES

- Experience in leadership and people management
- The candidate must be self-motivated with the ability and proven track record of managing themselves autonomously
- Able to effectively communicate with peers, management and customers
- Experienced and knowledgeable in the Steel Building industry or related construction industry

- Confidence in reporting and answering to upper management
- Comfort in presenting to large groups
- 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

QUALIFICATIONS

- Minimum 5 years' experience in managing outside sales personnel
- Minimum of 5+ years direct sales experience
- Bachelor's degree in Business/MBA and/or proven work experience
- Skills in steel building design, an asset
- CRM experience – Microsoft Dynamics preferred
- Ability to read and interpret drawings is an asset
- Excellent oral and written communication skills
- Excellent PC skills with emphasis on presentation and modeling (Word, Power Point, Excel)
- Valid Passport and driver's license
- Ability to obtain a corporate American Express card

*****EXTENSIVE TRAVEL IS AN ESSENTIAL FUNCTION OF THIS POSITION****

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

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