



Career Opportunity

Territory Manager

Location: Calgary
Position Status: Full Time
Department: Sales

Who We Are

A career with Titan provides rewarding opportunities to help companies keep their operations moving forward. The Titan team works together to provide customers with critical components to help them lift, dig and haul. We are constantly looking for ways to provide innovative solutions for our customers and look for ways to drive efficiency in every day processes.

Titan serves a variety of industries including construction, oil and gas, transportation and manufacturing. We are always looking for talented individuals who want to join our team. At Titan our team members benefit from a work-life balance and our total rewards include a great benefit package, competitive salary, recognition and rewards program and opportunities to grow within the company.

Job Purpose

This individual will be responsible for managing and growing an assigned territory through the sale of Ground Engaging Tools (GET) and Rigging products. The successful candidate will be responsible for all sales activities in assigned territories, manage quality and consistency of product and service delivery and ensure the customers in the sales territory are being developed, properly maintained, called on and serviced to Titan expectations. The Territory Manager is required to conduct business in a professional manner ensuring all customer deadlines are met and pricing is accurate and will be expected to maintain the company's gross profit margin and grow sales revenue within the assigned territory.

Duties and Responsibilities

- Service existing accounts, obtains orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor
- Focuses sales efforts by studying existing and potential volume of dealers
- Submits orders by referring to price lists and product literature
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management

- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Provides historical records by maintaining records on area and customer sales
- Contributes to team effort by accomplishing related results as needed
- Other duties as required or assigned.

Qualifications

- A minimum of Grade 12 education combined with 2 – 3 years previous sales experience in a heavy equipment or related industry is preferred.
- A post secondary education in Business, Sales or Marketing (an asset)
- Experience with Oil & Gas Products and Customers considered an asset.
- Experienced and confident in cold calling and telephone marketing
- Superior Microsoft Office skills with experience using MS Excel, Word and Outlook
- Experience with AIMS is an asset
- Proven sales ability; strong qualifying and prospecting skills
- Excels in a fast-paced work environment
- Highly organized, a self-starter with good time management skills
- Willing to learn, able to work with minimal supervision, and resilient when facing challenges
- Clear and professional communication skills
- Valid driver's license with a clear abstract

Titan is an equal opportunity employer. We thank all interested applicants; however, only qualified candidates for current postings will be contacted.

PLEASE SUBMIT YOUR RESUME BY EMAIL TO CAREERS@TITANSUPPLY.CA

NO VERBAL APPLICATIONS WILL BE ACCEPTED.