



Territory Sales Manager - Montreal and South Shore

Founded by Rolf C Hagen in 1955, Hagen has grown to become the world's largest privately-owned, multinational pet products manufacturer and distributor. We are driven by a common bond of love and compassion for animals. Underlying our entire philosophy is one simple and immutable fact: Pets are not only the heart of our business; they are the reason we are in business. We are looking for a Territory Sales Manager to drive business in the region of Montreal and the South Shore. This position has a competitive compensation package that includes a **base salary plus commission** earnings structure. The Territory Sales Manager is responsible for establishing, developing, and maintaining business relationships with current and prospective customers in the territory with the intention of sales growth.

Main responsibilities:

- Deliver sales, profits and numerical distribution objectives.
- Promote/sell/secure orders from existing and prospective customers through a relationship based approach.
- Establish, develop and maintain business relationships with current and prospective customers in the assigned territory to generate new business for the organization's products/service
- Effectively use catalogues, samples and promotional materials in sales calls.
- Conduct post call analysis and follow-up.
- Assist in-store merchandising and promotion i.e. effective positioning of Hagen products for maximum sales.
- Call on pet specialty stores in order to build relationships and drives sales growth.

Knowledge and Skills Requirements:

- Have the ability to work autonomously while supporting your team goals and objectives, understanding that as a representative of Rolf C Hagen Inc., a polished and professional image must be maintained at all times.
- Bilingual (French and English)
- Must be able to proficiently explain advantages of Hagen products and services and regularly conduct seminars either one on one or in groups.
- Experience in Salesforce is an asset.
- Must have independent account selling abilities and experience with solid results.
- Proficient in Microsoft Office.
- Excellent organizational and time management skills.
- CPG or Pet related experience.
- Must reside in the Greater Montreal.
- 2 year college diploma in related field or equivalent level of industry experience.
- No overnight stay required for the travelling.

If you are passionate about taking the next step in your career and you want to be part of a successful company, do not miss out on this opportunity; send in your CV and cover letter today HResources-Can@rchagen.com

We thank all applicants for their interest but only those selected for an interview will be contacted.