

### **Territory Sales Manager – GTA and East Ontario**

Rolf C. Hagen Inc. is currently looking for a Territory Sales Manager to drive the business in GTA and east Ontario. This position has a competitive compensation package that includes a base salary plus commission earnings structure and a company vehicle. 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 promotions 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:**

- College Diploma in a related field or equivalent level of industry experience;
- At least 2 years experience in a related field;
- Able 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;
- Must be able to proficiently explain advantages of Hagen products and services and regularly conduct seminars either one on one or in groups;
- 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;
- 4 days of overnight travel required per months ;
- Must reside in Toronto or east of Toronto region.

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 to [hresources-can@rchagen.com](mailto:hresources-can@rchagen.com)

We thank all applicants who apply, but only those selected for an interview will be contacted.