

## **Territory Sales Manager-Southwestern Ontario (maternity replacement)**

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 the business in the Southwestern Ontario (London, Owen Sound and Kitchener). 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 promotions ie 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 RC 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
- Previous sales experience and sales management experience
- CPG or Pet related experience
- 2 year college diploma in related field or equivalent level of industry experience.
- Up to 40 % overnight travel will be required
- Must reside in the London, Ontario region.

To explore this opportunity, please send your resume and cover letter indicating salary expectations to [HResources-Can@rchagen.com](mailto:HResources-Can@rchagen.com). We thank all applicants for their interest, but only those selected for an interview will be contacted.