



Preverco

Hardwood Flooring

Territory Manager - British Columbia

Preverco has been a Canadian leader in the hardwood flooring industry for 30 years now, with head office and main manufacturing facility in Quebec City and 3 other plants in the province of Québec. The family business is proud to be able to attribute these successes to a united team and the trust of our customers and business partners. We rely on a caring and passionate team, where each person plays a key role in everyday innovations. Our vast product offering is sold mainly in Canada and in the United States.

Preverco is looking for a self-motivated, driven, Territory manager that will cover the BC market. Reporting to our Canadian Sales Manager, you will work closely with our team and learn our business as well as how to best sell our products.

Responsibilities

- Manage and qualify new prospects leads.
- Manage existing customers.
- Ensure that all communication, activities, training and visits are logged and identified in the customers' accounts using our CRM / Salesforce.
- Analyze product trends and sales habits using the sales reports in CRM /Salesforce.
- Develop strategies to maintain and increase sales per customer.
- Constantly listen-to our customers' needs and find solutions to satisfy them.
- Provide technical training to customers on our vast product offering.
- Represent-the company at various shows and exhibitions.
- Make presentations to dealers, designers and architects in their territory.
- All other related duties as required by management.

Qualifications

- Able to quickly adapt to change and able to work under pressure.
- Strong relationship skills.
- Excellent negotiating skills.
- Demonstrated ability to meet and/or exceed sales targets.
- Honest, trustworthy, responsible.
- Resourceful.
- Excellent verbal and written communication skills.
- Fluent spoken English, bilingualism an asset.

Requirements

- Minimum: college diploma (university degree in administration would be an asset)
- Excellent knowledge of Word, Excel

- Must have experience in sales, and ideally in the floor covering market and, moreover, in the wood flooring industry.

Please send your resume at emplois@preverco.com