

## Outside Sales – Territory Manager

**We are currently hiring sales representatives for the following regions; East Ontario, Montreal, and Edmonton**

### **RESPONSIBILITIES:**

- Builds, enhances and nurtures customer relationships to secure customer loyalty and increase business
- Has direct responsibility for increasing consignment and conversion rates, and expanding customer base within assigned territory or region
- Resolves customer issues and complaints by taking immediate action independently or referring customer to appropriate manager
- Serves as a trusted business advisor to customers and prospective customers to ensure they understand how to best use the company's products and services to enhance their businesses
- Provides customer training as required
- Keeps up to date with current and anticipated market conditions, product and service innovations, changing needs of customers, and adjusts sales and marketing strategies accordingly
- Analyzes sales data, prepares reports and carries out other administrative duties associated with sales function
- Must be able to climb in and out of heavy equipment to inspect the equipment

### **EDUCATIONAL/EXPERIENCE REQUIREMENTS:**

- Over 5 years sales experience with exposure in the heavy equipment market
- Established record of sales achievement
- Excellent oral communication and presentation skills
- Goal oriented, persuasive and ability to persevere and remain positive when faced with obstacles
- Excellent interpersonal skills
- Excellent knowledge of company's and competitors' policies, products, services and technologies
- Excellent understanding of methods for promoting and selling products and services
- Excellent problem-solving skills
- High School diploma required
- College or University degree in related field of study recommended
- Valid driver's license in province of employment and good driving record
- Knowledge of Microsoft Office Suite and good aptitude with computers
- Extensive travel is required

**Please forward your cover letter and resume to: [hrtoronto@adesa.com](mailto:hrtoronto@adesa.com)**

**We thank all applicants and advise that only those who are chosen for an interview will be contacted.**

