



Regional Sales Manager

PHOENIX CONTACT Ltd.
8240 Parkhill Drive
Milton ON L9T 5V7
Phone: 800.890.2820
www.phoenixcontact.ca

LOCATION: Langley, British Columbia

Phoenix Contact is a global market leader committed to creating innovative products, systems and solutions for electrical engineering and automation. Our passion is innovation, technology and meeting and exceeding customer expectations.

DESCRIPTION:

The Regional Sales Manager (RSM) is the front-line manager of Phoenix Contact's sales resources in a Sales Region. The RSM is expected to be effective at leading sales staff and local sales channels to reach a sales quota for the Region.

Importantly the RSM is also Phoenix Contact's face to the customer in the field. In that role the RSM is expected to develop and maintain sales contacts at a senior level in the region and especially at key customers and sales channel partners.

In reaching the sales quota for the region the RSM will produce, communicate and execute a sales plan detailing how targets are to be reached. In execution the RSM will follow up with individual sales staff and channel partners to oversee progress and help troubleshoot problems.

The RSM is a successful collaborator and will work with a wider Phoenix Contact team of Product Managers and Business Developers both Nationally and Regionally to ensure sales success.

Finally, the RSM is a key person in Phoenix Contact's management team and will be expected to report monthly to the wider management team on progress in the region.

RESPONSIBILITIES:

- Develop, communicate and execute a sales plan for the region that is in line with the National Sales Plan and individual Business Area objectives.
- Manage the day-to-day sales activities in the region through a team of sales staff and local authorised sales channel partners.
- Collaborate with Product Managers, Business Development specialists and other regional and national resources to ensure maximum impact and growth from their activities to the benefit of the region.
- Maintain senior level contacts with key customers and channel partners to ensure customer satisfaction is maintained and positive business development takes place.
- Participate in an overall sales planning process annually and, based on that plan set the individual targets for each member of the team.
- Coach individual sales staff on the team to help them develop their skills and experience and to ensure their success.
- Work with CRM tools to ensure that customer data is complete and accurate and that sales funnel contents are accurate and reliable. Contribute to forecasting based on this data as requested by the National Sales Manager.
- As a member of the Phoenix Contact management team, provide reporting from the Sales Region on a monthly basis or as requested to indicate status, challenges and successes.



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QUALIFICATION REQUIREMENTS:

- Bachelors (4-year) University Degree minimum, business or science related or a college technical Diploma.
- Significant Industry Experience in a Manufacturing, Automation or Energy field in Canada. Minimum 10 years in industry experience
- Superior skills in Sales Management (managing professional sales teams). Minimum of 6 years in a Sales Management position.
- Excellent communication skills (verbal/written) and presentation skills.
- Computer proficiency (Word, Excel, PowerPoint)
- Core technical knowledge in Automation and Electrical technology.

ESSENTIAL JOB REQUIREMENTS

- Attendance in accordance with company policies and participation in local, regional, and international meetings
- Must be able to travel overnight as required
- Must be able to travel via airplane
- Must have a valid driver's license and be able to operate an automobile for up to six hours at a time

Awarded one of Canada's best workplaces, we recognize people as our most valuable resource. We are an equal opportunity employer.

To apply for this position:

Interested candidate may reply in complete confidence by submitting a resume with a summary of achievements to:

Sharon Bleeks: sbleeks@phoenixcontact.ca

We appreciate your interest; however only candidates selected for interviews will be notified.