

Regional Sales Manager – Ontario Building Insulation

GRUPE ISOLOFOAM IS A COMPANY

- Canadian leader in its field.
- Manufacturer of expanded polystyrene products (plastics sector).
- In business for over 45 years.
- Investing in continuous improvement and the development of its infrastructure.
- Specializes in the design, manufacturing, and sale of insulation products for the construction, packaging, and custom components sectors.
- Recognized for its innovative and responsible solutions and products.
- Distributes its products in Ontario, Quebec, and elsewhere in Canada.

WORKING AT GRUPE ISOLOFOAM MEANS

- Being part of a passionate team.
- Collaborating with a multidisciplinary team where mutual support is ever-present.
- Contributing to the company's development.
- Designing and manufacturing innovative products that meet market needs.
- Being involved and having the opportunity to give your opinion.
- Being autonomous and having the freedom in carrying out your work.
- Developing and utilizing your skills and potential.
- Taking on challenges.
- Using your creativity to find ingenious solutions.
- Balancing work and personal life.

CHALLENGE

PARTICIPATE IN THE DEVELOPMENT OF SALES AND BUSINESS DEVELOPMENT STRATEGIES AND ENSURE THEIR IMPLEMENTATION FOR THE PROVINCE OF ONTARIO, IN LINE WITH THE COMPANY'S MISSION, IN ORDER TO MEET GROWTH AND PROFITABILITY OBJECTIVES.

MAIN RESPONSIBILITIES

- Manage all sales process activities for clients in the assigned territory (GTA and Northern Ontario).
- Plan, organize, direct, coordinate, and control the sales activities of the Ontario sales representatives' team under his supervision.
- Manage relationships with buying groups based in Ontario
- Monitor the competition, markets, products, projects, threats, and business opportunities in the Ontario territory.
- Ensure a regular presence in the territory with building material merchants, professionals, contractors, and by conducting site visits.

PROFILE

IDEAL PROFILE

- Bachelor's degree in business administration, or equivalent
- A minimum of 5 years in a role with similar responsibilities
- Advanced English, both verbal and written
- Knowledge of French (an asset)
- Ability to use a computerized management system (ERP)
- Experience using a CRM
- Proficient knowledge of the Office Suite
- Technical knowledge related to building envelope and energy efficiency (an asset)
- Experience in sales management through a network of building material merchants and the construction industry

CONDITIONS

WORK CONDITIONS AND BENEFITS

- Full-time, permanent position
- We offer a competitive benefits program

APPLY AT – isolfoam.com/carrieres | hr@isolfoam.com

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