

Sales Manager – Electronic Controls

Job Description



Job Title:	Sales Manager – Electronic Controls
Department:	Sales & Marketing
Reports to:	General Manager
Company:	Sure Grip Controls Inc.
Location:	Victoria, BC
Employment Status:	Fulltime

An established product design and manufacturing company in Victoria has an immediate opening for a fulltime permanent Electronic Controls Sales Manager.

Responsibilities:

- Motivates and coaches the sales team to meet their KPI's, including monthly revenue goals
- Manages the development of the CRM and opportunity funnel management
- Hires and trains sales staff to execute sales process identified in Sales Playbook
- Organizes and oversees the schedules, territories, and performance of the sales team
- Conducts performance evaluations that are timely and constructive
- Handles discipline and termination of employees in accordance with company policy
- Works closely with New Product Development to establish best launch to the market
- Reviews and analyzes sales and operational records and reports; uses data to project sales, determine profitability and targets, and identify potential new markets
- Identifies and analyzes customer preferences to properly grow sales efforts
- Assigns territories and sets quotas for sales teams
- Consults with potential customers to understand their needs
- Identifies and suggests equipment, products, or services that will meet those needs
- Resolves customer complaints, staffing problems, and other issues that may interfere with efficient sales operations
- Collaborates with executive leadership to develop sales quotas and strategies
- Represents Sales on the Sure Grip leadership team
- Prepares sales budget, monitors and approves expenses
- Acts as company representative at trade association meetings and tradeshow

Education & Experience:

- Bachelors degree in Business Administration, related field, or comparable record of sales leadership experience
- At least five (5) years of Sales Management experience
- Electronic Controls Sales Management experience considered an asset

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Competencies:

- Outstanding verbal and written communication skills
- Proven negotiation skills
- Demonstrated effectiveness and a leader/supervisor
- Strong organizational skills and attention to detail
- Proficient with Microsoft Office Suite and CRM software

Compensation:

Sure Grip Controls offers a competitive compensation and benefits package which includes: extended health, dental, and long term disability benefits, RRSP matching, bonuses, consideration of work-life balance, vacation, and continuing education. We recognize the importance of developing and retaining top talent to be part of our high performing team.

Culture:

We are a growing company with priorities to be safe, take care of our employees, and please our customers. Our values are to be passionate, work as a team, think creatively, and deliver results.

The Organization:

Sure Grip Controls was incorporated in 1996 to manufacture industrial control grips for the heavy equipment industry. The company started by supplying control grips to several major equipment manufacturers in the Canadian forest industry. Sales soon expanded to include Europe, the United States, and New Zealand. Sure Grip now supplies mobile heavy equipment manufacturers around the world and has twice received recognition as one of Canada's top 200 fastest growing companies by Profit Magazine. It is our goal to lead the industry in providing innovative solutions to our customers.

In early 2015, Sure Grip Controls was acquired by Bailey International Inc., based in Knoxville, TN. Bailey is a leading, competitive manufacturer and distributor of both standard and innovative custom mobile hydraulic components. Adding Sure Grip Controls to the Bailey family creates a complementary product offering and an opportunity to further enhance a revolutionary service experience for their customers.

To learn more visit us at: <https://www.suregripcontrols.com/>

To Apply: Please send a cover-letter and resume in a single PDF to careers@suregripcontrols.com