

JOB #	2014
JOB TITLE	Territory Manager – Retail Flooring Dealers
JOB LOCATION	Vancouver, BC
SALARY	Competitive salary + commission program (with a Year 1 income guarantee based on the hired candidate’s level of industry expertise) plus vehicle mileage, and employee benefits with RRSP matching plan
ABOUT THE COMPANY	<i>The hiring company is a respected and rapidly growing distributor of floor covering products, with many global manufacturing partners.</i>
JOB DESCRIPTION	Reporting to the Regional Sales Manager, the Territory Manager will manage business with the retail flooring dealer network in the GVA. Specifically, the TM will: <ul style="list-style-type: none"> ✓ Working from a home office, sell the company’s portfolio of engineered hardwood, laminate, carpet tile, flooring accessories and a diverse portfolio of luxury vinyl products to our current retail flooring dealer customers, expanding our market share and profitability with them while prospecting for additional dealers to add to the customer base ✓ Work independently and cooperatively towards the company and team’s goals and directives, growing Fuzion’s business by establishing a regular account call cycle ✓ Maintain and improve relationships with retail dealer accounts, serving as a technical consultant to their management & staff, providing the highest level of customer service and professionalism in the industry ✓ Conduct new product presentations, maintain displays, provide product knowledge, execute promotions and manage other requirements as directed by your manager to support and grow the business ✓ Work in conjunction with Fuzion’s Specification team to help manage builder, contractor and interior designer product specs and order pull-through from your dealer network
CANDIDATE COMPETENCIES	<ul style="list-style-type: none"> ✓ 2+ years of flooring product sales and/or specification experience; experience in a related product sector will also get consideration ✓ A track record of success negotiating product orders with a diverse range of dealer buyers & decision makers ✓ A Post-Secondary Degree or Diploma, and strong verbal and written communication skills an asset ✓ A valid Driver’s License with no driving restrictions, and a reliable and appropriate vehicle to manage this role, which will involve transporting product samples to customers, and possibly also transporting small orders as needed
CANDIDATE ‘FIT’	<ul style="list-style-type: none"> ✓ Able to work effectively and efficiently and independently and as a great team player from a home office base, using a storage locker for product samples
HOW TO APPLY	Please email your resume (cover letter optional) to info@philiprecruitment.com



We thank all applicants for their interest, however, only those selected for an interview will be contacted.

If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.