

JOB #	2011
JOB TITLE	Sales Director – Building Products
JOB LOCATION	Vancouver
SALARY	<p>A six figure salary plus uncapped commission program based on sales revenues / margin results OTE of \$140K++ Car allowance, business expenses and employee benefits will also be part of the package</p> <p>If the SD proves they can drive market share and bottom line performance, there could be future opportunities to take on a broader role with the company, including possibly becoming an equity shareholder</p>
ABOUT THE COMPANY	A category leader in the building products industry, with a strong client base in the DIY retail residential and wholesale commercial sectors. The company has demonstrated impressive product innovation and quality, and superior customer service, with strong market share in various regions of the Canadian market.
JOB DESCRIPTION	<ul style="list-style-type: none"> ✓ Train and develop new Sales Reps and evaluate existing team, and manage sales meetings ✓ Work directly with major retailers and wholesalers, dealers, related product manufacturers & distributors, and identify and manage strategies for major new customers ✓ Works with the sales team to enhance the existing customer base, and support sales team on calls where there is opportunity to increase the business with key customers; ✓ Develop & communicate clear expectations to the sales team, sales channels & distribution partners; ✓ Reviews and supports the negotiation of major contracts. Ensures that the terms of the agreement supports the financial success of the business in the short and long term; <p>Travel across Canada (~40% total travel commitment) to work with Reps and meet with customers (with the regional Sales Reps and also one-on-one directly with customers in all categories of the business to understand how to improve the business relationship</p>
CANDIDATE COMPETENCIES	<p>The hiring client seeks a talented, ‘hands-on’ results driven sales leader to implement and execute a business sales plan to drive revenue and market share. Reporting to the company’s VP, the Sales Director will oversee a sales team primarily focused on the Canadian market but also in specific US market opportunities.</p> <p>This is a great opportunity for a driven, forward-thinking, ambitious sales leader looking for an opportunity to be part of a dynamic leadership team focused on driving a strong, stable business to the next level.</p>
CANDIDATE ‘FIT’	The successful candidate will have a track record of success within directly related categories of the building products as a regional sales leader, having built relationships with retail buyers, wholesalers, and contractors based on their understanding of customer needs, commitment to PK training and ability to deliver on commitments. The



	SD has the drive and motivation to take a direct, 'hands-on' approach to land new customers
HOW TO APPLY	<p>Please email your resume (cover letter optional) to info@philiprecruitment.com</p> <p><i>We thank all applicants for their interest, however, only those selected for an interview will be contacted.</i></p> <p><i>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.</i></p>