

Job Posting Number:	17-00001
Title:	Sales Manager – Outside Sales (PC Forge and Welland Forge)
Location:	Welland, Ontario
Reports To:	General Manager
Experience/Proficiency:	5 Years
Education:	Bachelors Degree – Or equivalent experience
Hours:	40
Open Date:	4 February 2020
Close Date:	6 March 2020

General Description

The role of the Sales Manager is to be focused on closed-die forging-related sales to a wide range of industrial businesses while maintaining a full understanding of the ever changing marketplace. This person is the vital communication and negotiation link between our business, its customers and prospects and is responsible for achieving sales goals.

Skill/Effort Requirements

- Effective verbal and written communication skills.
- Must be able to work on a self-directed basis.
- Ability to organize time and territory.
- Must be a self-starter and self-motivated.
- Must be persistent and not easily deterred.
- Must be able to work with and support a diverse, highly technical team as necessary.

Responsibilities

- Responsible for all outside contact with customers, industry contacts and monitoring industry trends.
- Record and report sales call activity, customer requirements and forecasts.
- Work with customers on specific forge and related heat treat and machining applications. Address customer complaints and act as liaison between customer, our company and our supplier(s).
- Responsible for supporting other IMT company sales staff and sales representatives as may be required to secure new business.
- Responsible for all sales generated in territory.
- Responsible for all manufactures representatives within specified territory.
- Position PC and Welland Forge and IMT Forge (CJ Forge) to achieve expected sales and revenue targets by developing and implementing plans that result in the booked business and long term agreements necessary to achieve those results.
- Maximize gross profit for PC and Welland Forge, as well as successfully cross selling and supporting, CJ Forge, the IMT Forge Group and IMT by initiating and performing identification, qualification, quoting, and capturing of new, and recaptured business while positioning us to maintain existing business
- Actively participate in IMT Forge sales process personal development process including reading, discussing and demonstrating sales process tools and participating in IMT Forge customer relationship management development / implementation including leads-opportunity, RFQ and quoting, closing and follow-up

Working Conditions

- Office setting with an expectation of significant travel as required.

Required Education

- Bachelor's Degree

Required Training

- Microsoft Office

Resumes will be accepted by Shawn Steyaert, Vice President, Human Resources, IMT @ ssteyaert@imtcorporation.com