

SALES MANAGER

CALGARY, ALBERTA



The Opportunity

Our client, The Pal Group, is seeking an eager and ambitious **Sales Manager** to lead their expansion efforts in Alberta.

As a **Sales Manager**, you are energetic, outgoing, driven, and seeking to grow and develop your sales profile. You are committed to providing an exceptional level of business to business (B2B) sales consultation, customer service, and innovative solutions. The Pal Group offers an environment to learn, challenge, and establish a strong foundation to your career. The **Sales Manager** will mainly focus on developing new business for The Pal Group to generate revenue, grow account portfolio, and retain customer accounts to achieve profitable sales growth.

Visit <http://bit.ly/TPG-SM2> for more information!

Responsibilities

- Identify, develop and close new business opportunities within the area
- Assess clients' needs and present suitable products or services
- Provide product information and resources
- Build positive long-term relationships with customers by providing an excellent customer experience
- Ensure accuracy of orders and customer satisfaction
- Prepare reports for head office by collecting, analyzing, and summarizing information and trends
- Identify any new opportunities there may be for product or service diversification and collaborate with senior management in Winnipeg to bring to market

Skills & Qualifications

- Post-Secondary education in business, marketing or another related field
- Minimum 2-3 years of Business 2 Business Sales Experience
- Demonstrated leadership skills and previous experience working with multiple locations
- Strong business acumen and the ability to work with all levels within the organization and cross functionally
- Strong organizational and planning skills with the ability to prioritize and multi-task
- Proven ability in making decisions that positively impact the organization and the bottom line
- Strong communication, relationship building and interpersonal skills

If you believe you can make a strong contribution as a **Sales Manager** submit your resume in confidence to **Teri Berry**, Senior Search Consultant, teri@legacybowes.com quoting position #203122.

If you would like more information about this role, please visit <http://bit.ly/TPG-SM2> or contact Teri at 204-934-8822.

