

Regional Sales Manager – Red Deer

Building Supplies

Founded in 1977, Consolidated Gypsum is a building supplies distribution company operating in six locations across Alberta and Saskatchewan distributing over 2500 building products to contractors across western Canada.

We're seeking a highly engaged leader with a proven track record in building supplies sales, business development, and leadership. While supervising and leading the existing sales team, this individual will personally develop new accounts and service existing accounts continuously working to maintain and grow customer relationships. This position is expected to be out of the office engaging with customers and prospecting approximately 50% of the time.

Duties include, but are not limited to:

- Mentor, coach, direct and manage the sales team to promote their development, knowledge and customer service skills and assist them as they work towards their individual targets.
- Work closely with the Branch Manager and Director of Sales pursuing project leads.
- Prepare the branch sales budget, business plan and forecasting.
- Analyze reports and create action plans.
- Direct the sales team to achieve compliance in relation to CRM.
- Understand protocols, including notepad entries, stratification, maintaining decision maker details and capturing lost sale information.
- Ongoing daily review of sales orders, quotations, and templates.
- Represent the company at various industry events.

REQUIREMENTS:

- Diploma or Degree in Business Sales or equivalent program preferred
- Experience in leading teams and managing sales targets
- Proficient in Microsoft Office Suite
- Skilled in the use of CRM systems
- Travel required
- A valid Class 5 driver's licence and reliable vehicle (preferably a truck)
- Ability to work outside operating hours on occasion to promote relationship building, attend trade shows, etc.

WHAT WE OFFER:

- A competitive compensation package including base salary and commissions
- A comprehensive benefits plan including medical, dental and company matching Group RSP
- A growing company with a solid foundation providing employees with challenge and opportunity

Send your resume and cover letter to hr@cgsupply.ca to apply!