



WESTWAY MACHINERY LTD

Specialists in Metal Forming and Fabricating Machinery

2370 Cawthra Rd. Mississauga, ON, Canada L5A 2X1 | www.westwaymachinery.com | (905) 803-9999

Position Description Territory Sales Manager

We have an interesting opportunity available for an Outside Sales Representative at Westway Machinery. We are a leading Canadian metal forming machinery supplier established in 1972. Our employees have the opportunity for career growth and development in a supportive environment. Westway is a stable family-owned business that offers job security, competitive salary and comprehensive benefits.

Delivering superior metal forming equipment solutions through our expertise, products and services is a top priority at Westway Machinery, therefore your ability to provide high quality service to each customer makes you a top-notch candidate.

Region:

- **Southwestern Ontario including Oakville, Burlington to Hamilton, Niagara Falls and to Windsor**

Responsibilities:

- Manage and build relationships with current and new clients primarily through personal contact.
- Increase Sales in respective geographical territory by conducting warm and cold sales visits at client sites. Additionally using telephone cold calling techniques to further develop this territory.
- Provides "Hands on" customer demonstrations for select machines.
- Ensure customer satisfaction with recent purchases and reporting deficiencies for improvement.
- Attend regular sales meetings.
- Participate in trade shows in Canada and Internationally.
- Attend local and international supplier training.
- Sales administration (submitting reports and updating Customer Relationship Management system [CRM] with current, detailed information)

Qualifications:

- 3 years minimum experience in outside or inside industrial sales preferred. Fields considered include metal forming, fabricating machinery, millwright, tool and die.
- Community College or University Graduate in Business or related technical program (Journeyman certificate or experienced in metal working may be considered)
- Must have proven sales/ closing skills, solid multi-tasking skills and ability to prioritize effectively.
- Competency using a CRM (Salesforce preferred) and MS Suite
- Excellent verbal and written communication skills
- Valid drivers license, clean driving record, and reliable vehicle.
- Valid car insurance coverage for business use
- Must be self-motivated and committed to working a minimum of 40 hours/week.
- Able to work from a home office.
- Participate in future sales training.
- Flexibility to travel occasionally or work outside normal business hours.
- Valid passport for travel outside Canada

Competitive base salary offered with commission for total estimated compensation of \$100-150,000 plus.

If you have a strong customer focus, the drive to be successful and want to join a committed and talented team of individuals then we would like to hear from you. Please send your resume with cover letter as soon as possible to careers@westwaymachinery.com.

For more information about Westway visit our web site at www.westwaymachinery.com/.