



Employment Opportunity

Calgary Territory Manager

Waymarc Industries Ltd. is a leading distributor of storage systems. We design, sell and install shelving, pallet racking, lockers, structural mezzanine systems, automotive technician & other service benches, small and large parts storage equipment and modular drawers. Established since 1975, we offer innovative solutions to all our customer's storage needs with branches in Edmonton, Calgary, Saskatoon and Regina.

We are looking for:

A Territory Manager to join our Calgary sales team who is a self-motivated, results-oriented sales professional with high energy, a professional approach, and a strong combination of prospecting and strategic sales skills to proactively and aggressively target and pursue new and existing accounts. Major focus of this role will be 80% developing new business opportunities and consistent prospecting and 20% growing existing opportunities.

Qualifications:

- A 'hunter' mentality with confidence to prospect face-to-face.
- Commitment to sales excellence, cold calling skills and new business generation skills.
- Ability to effectively influence & negotiate.
- Organized, independent, self-motivated with strong ability to prioritize.
- Ability to work independently and manage time and territory effectively.

What the Opportunity Offers:

- This is an opportunity for a team player, take hold type of individual to join a dynamic, well established company and have unlimited earning potential.
- A unique opportunity to build a territory through personal representation.
- A complete support structure to ensure you have the tools to succeed.
- An attractive compensation package which includes a car allowance, commission and bonus structure, a group health and life benefit plan.

If you are interested in this opportunity, forward your resume in confidence to dcox@waymarc.com. We thank all interested candidates who have applied but only qualified candidates will be contacted.

