

Territory Manager

Location: Bailey Metal Processing – Burlington, Ontario

Department: Sales

Reports to: Sales Manager



About Bailey

Founded in 1950 by Sam Bailey, The Bailey Group of Companies (BGC) is a family-owned and operated Canadian company recognized as an industry leader. With manufacturing locations in Ontario, Quebec, Alberta, and British Columbia, the BGC has grown tremendously over the past 70+ years, producing roll-formed products and providing steel slitting services for the commercial and residential construction industry. Our people, products, and industry are our pride while innovation and our customers are at the core of our business. Our associates are the key to achieving our vision of being the leaders in this industry, which is why we work hard to create a safe and healthy work environment where associates can achieve growth and development. Apply now, for this exciting opportunity!

Why Join Our Team?

- Market competitive remuneration package
- Employer-paid comprehensive benefit package
- RRSP matching program
- Education support program
- On-the-job training
- Employee referral program
- Personal protective equipment allowance

Position Summary

The Territory Manager is responsible for providing both internal and external service to current customers as well as the creation and facilitation of new business. The Territory Manager will reach his or her business targets through effective management of designated territories and physical visits to customer sites. This individual will develop ongoing, profitable relationships with customers and continually maintain a professional image of the company. Integrity, passion, and in-person presentational skills are essential for this role.

What you'll do:

- Generate and develop new customer accounts and a network of referrals to increase revenue.
- Penetrate all targeted accounts and radiate sales from within client base while ensuring the customer's needs are being met.
- Participate in annual Sales Budget process and set realistic sales targets by customers and product.
- Monitor sales budget progress with the use of company sales reporting tools such as Variance Reports/KPI's and develop strategic and measurable sales plan to achieve sales goals.
- Emphasize product features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports.
- Actively manage call schedule to adequately cover assigned territory in a time-efficient manner.
- Maintain accurate records; including sales call reports, expense reimbursement forms, billing invoices, and other documentation.
- Manage incoming requests for quote (RFQ) responses to potential clients.
- Make front-line assessment of market conditions and advise company of findings.
- Build and maintain ongoing awareness of new products, competitor activities, and other research.
- Up-sell Company products and services based on customer needs, in accordance with the Company's program standards.

What you'll need:

- Minimum of 5 years' experience in a sales role within the steel service industry.
- Excellent written and verbal communication skills.
- The expectation to be on the road or out of the office 40% of time.
- Ability to create and conduct presentations.
- Proficient with Microsoft Office programs; Outlook, PowerPoint, Excel, Word.
- Valid driver's license with clean drivers abstract.

Working Conditions:

- Frequent travel.
- Overtime as required.

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