



Edit Job

Job Title – Edit

Territory Manager - Outside Sales Representative

Company – Edit

Barry-Hamel Equipment Ltd

Location – Edit

Coquitlam, BC

Salary – Edit

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Job type – Edit

Full-time

Job Description – Edit

The Territory Manager - Outside Sales Representative will be responsible for generating sales within an assigned territory with existing and new accounts as well as be accountable for maintaining and generating new sales and relationships.

Job Description:

- Promote sales and provide account service to existing and potential customers
- Focus on sales targets and developing & maintaining customer relationships
- Contacts established accounts and on-going cold calling of potential prospects
- Responsible for increasing profitability and securing new business
- Increase profitability of existing customers by explaining our value added sales and services
- Promoting new product lines and supporting and implementing strategic marketing plans
- Negotiating product supply agreements to develop long term relationships with customers
- Maintaining target accounts by generating new qualifying business leads
- Ability to demonstrate products to new and existing customers
- Accountability to provide complete and accurate account set-up and pricing data
- Able to demonstrate and conduct competitive intelligence
- Other duties as requested or needed

Barry-Hamel Equipment offers the qualified candidate a competitive salary with full benefits, pension plan, ESOP (Employee Stock Ownership Plan), and vehicle and sales allowance.

Applicant Qualifications – Edit

You have requested that Indeed ask candidates the following questions:

- How many years of Industrial Gas and Welding experience do you have?
- How many years of Outside Sales experience do you have?
- How many years of Sales experience do you have?

Job Settings – Edit

Hires Needed: **1 hire**

Application Settings – Edit

Apply method: **Email (vito.bordignon@barry-hamel.ca, steve@barry-hamel.ca)**

Language – Edit

English

Job Budget — Edit

40.00 (CAD) monthly