

Sales Manager

March 29, 2017

At S3 Wireform, the Sales Manager focuses on business development, working together with a dynamic team that recognizes individual contribution. The successful candidate will be a results-driven professional who brings enthusiasm and confidence into the role.

Job Overview

- Develop and generate customer sales, leads, and new business opportunities to meet company sales objectives
- Prepare costing and quotes for new and existing Wireform designs
- Assist customers with new product development
- Collaborate with purchasing and production teams to meet customer requests
- Manage all customer service activities
- Develop customer delivery schedules
- Ensure safety and quality standards are followed at all times
- Maintain accurate and timely records
- Maintain monthly costing and margin reports
- Support Continuous Improvement initiatives
- Attend trade shows
- Travel will comprise approximately 10-20% of total time.

Skills & Qualifications

- Effective communication by phone, mail, in-person and electronically
- Ability to organize, prioritize, and schedule a wide variety of tasks
- Capable of working with minimal supervision
- Knowledge in the use of Advanced Spring Design would be an asset
- Knowledge of Ag Industry and primary OEMs.
- Passport and ability to travel internationally
- Advanced computer skills in Microsoft Word, Excel
- Excellent problem solving skills
- Positive and co-operative team player
- Goal oriented, energetic, outgoing
- Exceptional attention to detail
- Post-secondary degree / diploma or equivalent experience
- Valid Driver's License

Why work with S3 Wireform:

- Competitive salary
- Comprehensive benefits package
- RRSP matching and bonus programs
- Educational & health allowances
- Advancement opportunities
- Challenging, respectful work environment

Please apply by email to careers@S3wireform.com.