



TERRITORY MANAGER

REMOTE | ONTARIO

Our goal is simple, make our customers and team better.

CR Wall is the preferred supplier of measurement, regulation, operations and safety products for the Canadian Gas Energy Industry.

Customers choose CR Wall because of the knowledge, experience and quality products we represent. Our commitment to innovation ensures our customers have the right products and services designed to improve performance, increase safety, minimize training, lower costs, protect the environment and enhance daily operations.

JOB SUMMARY:

The Territory Manager will be responsible for developing and maintaining sales, relationships, and growing accounts in a designated territory.

ROLE REQUIREMENTS/ABILITIES:

- Sales and service calls regularly to all customers in the assigned territory
- Maintaining current business and existing contracts
 - Coordinating with customers to discuss and negotiate offers of new products and services
- Form new contracts, introduce new products, offer a wider range of products and services, and expand the portfolio
- Develop account sales plans & meet sales forecasts
- Responsible for pursuing all necessary approvals of products
- Selling complex technical products and services
- Ensuring that the products meet the customer's needs
- Coordinating with internal departments for support
- Adhere to all occupational health and safety regulations and company policies
- Other duties as assigned

Experience / Education

- Diploma in a technical field
- Working on or hold a B. Eng/ P. Eng Certificate
- 3+ years of experience in technical sales & service
- 3+ years of experience in the Oil and Gas industry considered an asset
- Salesforce experience is considered an asset

Skills & Abilities

- Excellent communication skills, both written and verbal
- Strong knowledge of Salesforce, SAP and Microsoft Office (Word, Excel, Outlook, and Teams)



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- Ability to work alone and as part of a team
- Collaboration and time management skills
- Superior interpersonal skills within a team environment are essential to this position
- Ability to multitask and prioritize tasks in a fast-paced environment.

Working Conditions

- This position requires a minimum of 40-hour work week.
- Travel 25% of the time within Canada and abroad.
- Requires sitting, speaking, and using a computer for a long period.
- Use of required personal protective equipment (PPE) as required

Additional Information

- Reporting to Director of Sales – East
- Benefits & RRSP
- 3 weeks vacation

Note: The chosen applicant will be required to successfully complete reference checks and a criminal background check.

We appreciate the interest of all candidates however we will be contacting those that best fit the requirements. If you are selected to participate in the recruitment process, please inform Human Resources of any accommodations you may require. C.R. Wall will work with you in an effort to ensure that you are able to fully participate in the process.