



Job Description

Sales Manager

Manufacturing and Technical Sales

Precision Machinery is a privately held BC based company that has been serving the lumber manufacturing industry for over 15 years. If you are looking for a solid career with an industry leader, then join our team today!

Responsibilities and duties:

- Lead and mentor a small team of sales representatives to achieve and exceed sales targets.
- Develop training programs and sales techniques to enhance team performance.
- Monitor and analyze sales metrics to identify areas for improvement.
- Submit budgets and monitor expenses for the department.
- Develop and expand CRM system data and usage.
- Oversee online and printed media updates.
- Keep social media presence active.
- Foster a positive and collaborative team environment that is sales driven.
- Contribute to the development of sales strategies and goals.
- Acquire knowledge on all of Precision Machinery's products and educate clients on the application/use of these products.
- Travel to customer sites across North America.

Qualifications and Skills:

- 2 or more years of experience in a sales management role, preferably within the manufacturing industry.
- A diploma or degree in Business Administration, Marketing, or a related field, or a combination of relevant experience.
- Proven track record of achieving sales targets and driving revenue growth.
- Strong leadership skills with the ability to motivate and manage a high-performing sales team.
- Excellent communication and interpersonal skills, with a customer-focused approach.
- Results-oriented, creative, and charismatic, with the desire to share a laugh or two with your teammates.
- Valid driver's license with a clean, recent drivers abstract.
- Valid passport with no restrictions on travel out of country.
- Self-starter able to work with minimal supervision and contribute positively to a quality team environment.
- Must be willing to work extended hours, weekends, and holidays.

Compensation:

- Salary **\$100,000 to \$125,000** /yr
- Pay is commensurate with experience and qualifications.
- Health & dental benefits per our group plan (3 months).
- RRSP program (1 year).