

MAKE YOUR MOVE.



## Eberspaecher Climate Control Systems Canada Inc, Mississauga

Whether vehicle heaters, air conditioning systems, vehicle electronics or exhaust technology: As one of the leading system developers and suppliers to the global automotive industry, we stand for groundbreaking solutions. You want to help shape the mobility of tomorrow? In an innovative family business with over 10,000 employees? With us you can and you should. Because we are constantly on course for the future. For you, this means: exciting areas of responsibility, plenty of room for creativity and diverse development opportunities.

## JOIN THE EBERSPÄCHER TEAM

### Regional Sales Manager, Western Canada

#### RESPONSIBILITIES

1. Create and execute Annual Regional Business Plan.
2. Promote the sale of the entire Eberspaecher/Kalori product line within the assigned territory.
3. Grow the sales revenue through the distribution channels including Master Service Dealers (MSDs), truck OE dealers, Thermo King Dealers and all other accounts as assigned by the Director of Sales.
4. Develop new MSDs where required.
5. Identify sales opportunities in the assigned territory and direct the sale through the appropriate distribution channel by connecting the customer with the most suitable dealer.
6. Help identify and sign sub-dealers in conjunction with the MSD.
7. Arrange for sales and parts training for new and existing dealers and customers.
8. Attend trade shows, corporate meetings and customer events as assigned.
9. Provide weekly itinerary for the Director of Sales identifying weekly sales activities. Managing key activities within the CRM platform including (but not limited to) customer calls, pending deals, deals closed, deals lost and all other activities related to managing the assigned territory.
10. Help develop annual sales forecasts with MSDs in the assigned territory - monitor sales activity against the sales forecast and work with the dealer to meet or exceed the forecast.
11. Provide quarterly reviews to Business Plans
12. Manage expenses for travel and promotional activity within the assigned territory.
13. Extensive territory travel required to maintain and develop the business.

#### REQUIRED KNOWLEDGE AND SKILLS

- Business/Sales or Technical degree; or 10+ years' equivalent experience in the commercial vehicle OE, off-road, work truck, construction, agriculture, forestry and mining, and aftermarket areas. A Master's degree is a plus.
- Successful previous experience as a Sales Representative, consistently meeting or exceeding targets.
- Previous experience using a CRM system
- Proficient in MS Office (Word, Excel, PowerPoint etc.)

#### CORE COMPETENCIES

1. Self-starter
2. Excellent interpersonal, negotiation skills with a professional demeanor.
3. Solid sales and technical background
4. Strong analytical acumen and used to working with structured reporting systems.
5. Outstanding dealer management and new dealer development ability
6. Demonstrated ability to communicate, present and influence credibility and effectively at all levels of the organization.
7. Proven ability to drive the sales process from plan to close.
8. Collaborative work style with strong relationship building skills
9. Possess a high proficiency with Windows, Microsoft Office and CRM products

Contact: Sarah Neto – HR Manager ([sarah.neto@Eberspaecher.com](mailto:sarah.neto@Eberspaecher.com))