

## Chamco Industries, Surrey Branch

### Position Description: Territory Manager

#### **General**

Chamco Industries is searching for a Territory Manager to join our Surrey team of external sales people to develop a territory in the Mainland.

Responsible for the efficient and profitable sale of all assigned product lines which includes standard equipment, packaged equipment, parts and service.

The incumbent should be capable of securing an assigned amount of profitable business through proper territorial planning, effective sales calls and presentations followed by the necessary administration.

#### **The Product Line**

Chamco represents a few core manufacturers with whom it has an exclusive distribution agreement in Western Canada. Sullair, Peerless Pump, Cornell Pump and DH.

**The Compressed air** equipment includes the Sullair Range of Rotary Screw compressors; Domnick Hunter air filtration products as well as Value Added support products, like air audits and preventative maintenance programs.

Industrial **pumps**, mainly out of the Peerless and Cornell range, inclusive of potable water applications, process applications, fire pumps and waste water treatment.

Chamco is also able to offer equipment packages inclusive of compressors, dryers, filtration products, and pumps.

Chamco offers a range of **technical services** to support its products which include:

- Quarterly and annual maintenance inspection and service programs,
- commissioning and training services,
- rebuild of air ends, compressors and pumps,
- compressor room refurbishment and energy efficient upgrades
- air care seminars to customers,
- air audits to assist with the optimization of compressor rooms,
- cost justification of equipment selection to obtain internal and Power Smart incentives.

## **The Territory Structure**

The territory is geographically defined to include Richmond, Delta, New Westminster, Coquitlam, Pt. Coquitlam, Langley, Port Moody, and Surrey.

The territory consists of end user customers, municipalities, utilities, engineering contractors, general secondary manufacturing, service and distribution sectors as well as saw mills. A significant customer base already exists.

## **Key Working Relationships**

It will be important to develop key working relationships with several members of the Chamco team in order to prepare or resolve customer's inquiries:

- Other Territory Manager's
- The Internal Parts Coordinators in Surrey
- The service Supervisor
- The Service Coordinator
- The Branch Manager to whom this position reports.
- Branch administration personnel responsible for credit control, new account creation etc.

## **Description of Duties**

### **Key Activities related to the Sales Process:**

- Determine the primary purchasing contacts at assigned accounts.
- Implement a program to reach new customers in target areas.
- Establish Chamco as a vendor if not already done.
- Expand the customer's knowledge of Chamco's products and capabilities.
- Obtain bid requests for our products with customers.
- Enhance our chance for success by contributing to the RFQ development process.
- Provide guidance to the inside sales staff at Chamco in the preparation of the quote.
- Determine, in consultation with the Branch Manager, the margin to bid.
- Deliver the bid where possible and review in person with the customer.
- Enhance our chance for success by contributing to the bid clarification process.
- Strive to get the order from the customer.
- Deliver a clear understanding of the customer requirements to the inside sales team.
- Be involved in the process of project progression, inspections, delivery, and payment of projects for your customers.
- Stay in contact, and grow the relationship with your customers.
- Recognize opportunities to buy and sell used equipment where the opportunity exists.

- Assist with the creation, maintenance, and effective use of the customer database to aid both the sales and business development functions.

### **Business Development Activities**

- Identification of key 'centers of influence' in each Territory.
- Development of a customer data base that includes the use of CRM contact management and its ability to categorize clients and communicate with them.
- Promotion of attendance at Air Care and Pump schools.
- Development of a communication program promoting products, parts to customer segments utilizing the internal support functions to implement.

### **Territory Building Activities**

- Prepare annual sales forecast's, and updates from time to time.
- Participate in regular reviews of progress to goals.
- Meet the agreed to sale targets, margin targets, products sales mix targets, and other targets as agreed from time to time.
- Travel as required, and make personal contact with those you interact with.

### **Team Work Activities**

- Participate in training programs as required.
- Participate as an active team member.
- Participate and implement the company's Health and Safety policy
- Participate in the Quality Management program which pursues the goal of continuous improvement in all we do.

### **Education and Experience**

We are searching for a talented sales representative who has current experience

- in selling rotating industrial equipment and technical maintenance services to a current BC territory.
- is able to demonstrate a successful track record in sales achievements in a similar field.
- has a background or education in a mechanical field.

Apply by sending your resume to [Surrey@chamco.com](mailto:Surrey@chamco.com)