
Territory Manager Ontario

Toronto, ON

Overview

Our client, a leading producer of specialty uncoated fine papers, is currently looking for a Territory Manager based in the GTA. The territory will cover Western Canada, (including but not limited to Ontario, Winnipeg, and Vancouver). The position reports to the Regional Sales Manager.

What You Will Do

As a territory manager, your responsibilities will include:

- Sell our client's branded products at a profitable price
- Meet and exceed the budget for the territory
- Seek out repeatable, forecastable, volume-based business.
- Develop and present business proposals and agreements with prospective customers with the objective of obtaining new business.
- Develop and maintain effective working relationships with paper specifiers and buyers at corporations (end-users) as well as the printers and converters.
- Work in tandem with the our client's team with the goal of winning new business, either through existing distribution or directly.
- Establish relationships with corporate end-users, printers, publishers, converters, design agencies, and ad agencies.

Skills & Qualifications

- Education: University degree is a strong asset; a completed high school diploma is required;
- Minimum five (5) years of relevant experience in pulp & paper or printer sales;
- Dynamic, resourceful, sense of initiative and innovation, confident and consistent decision-making skills;
- Strong sales skills, (hunter, self starter, autonomous)
- Ability to prioritize to deliver on the various projects for which you are responsible;
- Availability for travel to Western Canada;
- Strong computer skills;
- Strong CRM experience;

Why Join?

The Organization. A leader in their field who rewards team effort and embraces new ideas that deliver results, while having an undisputed reputation for environmental stewardship.

The Role. Have the opportunity to grow the business and work autonomously, and see your impact on the organization.

The People. A team of dedicated employees who are recognized as the organization's most important resource.

Your Next Steps

Email your resume in **word format** to tucci@radarhh.com. Please quote **project # 106597** in the subject line. radar promotes the highest standards of integrity and principles of quality, diversity, equity, and ethical practice. We thank all those who submit their résumés. Only those selected for further consideration will be contacted.