

# Job Opportunity

**Job Title:** Territory Sales Representative  
**Working Time:** Full time

## Job Description:

The territory sales representative adheres to the group strategy and deliver the volume and margin goals for his assigned customers. The TSR target is to manage and grow a given sales territory in a dual channel reality (mix of direct/distributors). The main goal is to drive business development by pulling customers using competitor products to Hettich Distributors, by generating organic growth using upselling strategies and new product introductions. To be successful, the key focus of this position is to acquire a complete knowledge and understanding of a given territory. They are expected to know all key distributors' branch staff, to spend approximately 70 % of their time with distributors transferring product knowledge, pricing strategy and calling on B and C accounts.

## Responsibilities:

Participate in definition of sales objectives for respective territory in cooperation with the Regional Sales Manager and ensure implementation of the sales and marketing programs.

- Develop and implement a comprehensive annual sales plan to optimize activities on their assigned territory and to achieve goals.
- Promote business opportunities by creation of new business and expansion of existing customers in respect to the agreed strategy.
- Convert target prospects into Hettich customers and executing a plan that delivers the volume growth and margin goals.
- Track and monitor progress against the plan and course correct where required.

## Basic requirements:

- University/College or Business Qualification or Trade Certificate
- Commercial or technical training

## Qualifications:

- Industry experience in the sale of building or hardware products
- Experience dealing with distributors for day-to-day business
- Strong business development ability
- Integrity and professionalism
- Autonomous, structures, multi task and ability to make decision
- Good interpersonal skills, collaborative
- Ability to provide training and to contribute to the development of distributor representatives (internal and external)
- Exceptional presentation skills with a live or digital audience
- Fluent in Microsoft office suite (Word/PPT/Excel)
- Willingness and ability to create and work with digital tools
- Must be completely bilingual (written and spoken)
- Ability to set and manage priorities; ability to balance business opportunities with the Hettich Canada group's productivity requirements.
- Customer driven - very proactive and focused on the customer's needs
- Need to travel 4 days a week on average

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If you are interested in this job position, please send your resumé to [hr-canada@hettich.com](mailto:hr-canada@hettich.com)

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