

Territory Sales Manager - Southern Ontario, Canada

Your tasks

HOW YOU WILL MAKE AN IMPACT

The Industrial Products Territory Sales Manager position is a key role within ContiTech. This role is responsible for developing new business and increasing share of market position in a specified geographical territory, utilizing Continental's Authorized Distributor Network in the industrial sector. This will be done using existing relationships, prospecting new opportunities, while educating/training local distributors/end-users on Continental's value-added line of products and services. **This position will be responsible for the territory of Southern Ontario province.**



Job ID
REF91656S

Field of work
Marketing and Sales

Location
Guelph

Leadership level
Leading Self

Job flexibility
Remote Job

Legal Entity
ContiTech Canada, Inc.

Principle duties & responsibilities include the following areas:

- Identify and cultivate new business partnerships with existing and new customers (distributors and end-users) that sell into the industrial sector to achieve Annual Operating Plan (annual growth objectives on both revenue and profitability).
- Promote and sell engineered products, programs & services to end users through Continental's Authorized Distributor Network.
- Train distributors and end-users on new products and product applications.
- Develop and implement a plan to regularly meet with customers to service existing accounts, as well as canvassing and securing new Distributor and end user business.
- Participate in industry trade shows to promote products and services.
- Regular use of business and information technology tools are required to manage territory activities.
- Maintain a working knowledge of current industry standards.
- Requirements include inspecting conveyor systems, inspecting plant equipment and working in a manufacturing environment in order to survey equipment and offer value added solutions, so working in close quarters and heights is required.
- Utilize the use of Salesforce.com, Business Funnel, Territory Share Management and any other data tools shared and developed to help drive financial performance/achieve Annual Operating Plan.
- 50% travel with overnight stays.
- The territory responsibility of Southern Ontario covers: Toronto, Guelph, Hamilton, Kitchener, London, Sarnia, St. Catharines, Niagara Falls, Waterloo, and Windsor.

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor's degree in Business Administration and or Engineering

- 2 years of relevant professional experience or 4 years of professional sales experience or more if no relevant bachelor's degree.
- Competent in computer programs including Microsoft PowerPoint, Word, and Excel.
- Experience with conducting presentation and customer meetings.
- Experience training customers and end users.
- Experience working in an industrial setting.
- Ability to use/learn CRM systems.
- The desired candidate is required to reside within the Territory (Southern Ontario).
- Must be able to travel, with overnight stays, at least 50% of the time.
- Must have a valid driver's license and a valid passport.

ADDITIONAL WAYS TO STAND OUT

Experience in the hose industry, power transmission or bearing industry

The expected annual total compensation for this role is CAD \$110,000 to \$160,000, with maximum total compensation opportunity to exceed this range through strong sales performance exceeding sales targets. Salaries are based upon candidate skills, experience, and qualifications, as well as market and business considerations.

Our offer

Ready to drive with Continental? Take the first step and fill in the online application.

About us

THE COMPANY

Continental is a leading tire manufacturer and industry specialist that develops and produces sustainable, safe and convenient solutions for automotive manufacturers as well as industrial and end customers worldwide. Founded in 1871, the company generated sales of €39.7 billion in 2024 and currently employs around 95,000 people in 54 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 39,000 employees in more than 40 countries and sales of some 6.4 billion euros (2024), the global industrial partner is active with core branches in Asia, Europe and North and South America.