

Regional Sales Manager, Eastern Canada

Location: Eastern Canada
Employment Type: Fulltime
Start Date: Immediate

The Kraus Group is one of the largest integrated carpet and flooring manufacturers and distributors in North America with facilities throughout Canada and the USA and is currently recruiting for a Regional Sales Manager to join our team in Eastern Canada.

Job Purpose

Regional Sales Manager is responsible leading a team of Territory Managers in their geographic region. Focus is to achieve the sales budget for the region through coaching, directing, and mentoring the Territory Manager. The position acts as a conduit for all sales forecasting in the region SIOp to the company.

Duties and Responsibilities

- Understand the strategic direction of the organization, its programs, products and key factors for success.
- Provide leadership and vision to our team of Territory Managers in the region of long term objectives along with the evaluation of progress on sales and programs.
- Prepare and present proposals as needed to assist the organization in meeting its long and short term goals.
- Work closely with our customer base and sales staff to ensure effective sales, merchandising and program penetration.
- Employee development, and training - performance management and provision of coaching as necessary. This includes conducting appraisals and defining objectives, provision of support in reviewing sales targets, achieving set goals and transferring knowledge.
- Interact and communicate directly with upper level management on a continual basis to ensure objectives are achieved and projects are managed in accordance within the given framework

Qualifications

- Diploma or Degree in Business Administration, or related experience
- Experience in the Floorcovering Industry
- Bilingual in French and English, written and oral
- Business sales management, planning and personnel management
- Must be able to motivate, empower and coach staff in the achievement of performance goals.
- Excellent organizational, problem solving and time management skills with an ability to prioritize and multitask in a time sensitive environment.
- Strong communication and interpersonal skills.
- Must be proactive and demonstrate a business orientated attitude; able to work independently and take initiative and also capable of taking direction successfully
- Able to achieve goals using a strategic approach; proven innovation with a willingness to manage and adapt to change.
- Willingness to travel



To Apply, please send your confidential application to careers@krausflooring.com.

Check out our website at www.krausflooring.com

The Kraus Group of Companies embraces diversity and is committed to creating an inclusive workplace. Our goal is to attract, develop and retain highly talented employees from diverse backgrounds, allowing us to benefit from a wide variety of experiences and perspectives. In accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act, 2005, accommodation will be provided at any point throughout the hiring process, provided the candidate makes their accommodation need known to Kraus. We welcome application from all qualified persons.