

## Role Profile

---

### Territory Manager-Pumps

## Position Summary

This position is responsible for pump sales in the Ontario market for brands such as Peerless, Grundfos and Crane Pumps and System. Our pump selection covers a wide range of pump types including vertical turbines, fire pumps, splitcase pumps, end suction pumps, dosing pumps and submersible pumps. Canex has been a pump supplier in Ontario for 30 years and is focused on the municipal and industrial markets.

## Key Responsibilities

- To grow pump sales, service and parts and meet company targets.
- To develop, build and maintain relationships with customers in their territory to create a competitive advantage for Canex and to provide overall account support.
- Be technically competent including being able to size equipment and have a good understanding of compressor and pump systems.
- Ensure that all quotes are offering the customer the best product for their application at the best possible price.
- Meet or exceed customer expectations and the company's expectations.
- Report to management directly and through the company sales reporting tools on sales activities, the ongoing status of orders and the status of customer relationships.
- Implement a business development program to reach new customers.
- Create a territory plan for management approval yearly.
- Work with the support team and management to further build on Canex's reputation as a knowledge-based company that provides technically superior, high-quality equipment.
- Work with the other departments within the branch and other company operations.
- Other duties as assigned.

## Qualifications Required

**The successful candidate for this role will have some combination of the following qualifications:**

- A strong technical background with experience in pump sales in the municipal and industrial markets.
- Sales experience.
- Excellent organizational, communication and interpersonal skills.
- The ability to work independently with little supervision.
- Excellent computer skills.
- Good negotiation skills.
- A strong customer focus.
- An ability to be a “team” player.

## The Position Reports To: Sales Manager