

SALES MANAGER WASTE SERVICES INDUSTRY

Canada's leading waste services company is looking for an accomplished Sales Manager for its Winnipeg District.

We are looking for someone that meets the following criteria:

- *Obsessed* with achieving targets
- Proven ability to *coach and mentor* a sales team
- Ability to *excite and energize* individuals to become the best they can be
- *Lead* by example by developing strategic sales programs as one of the key management executives in the District

If you have a proven track record and the energy to drive market share, *then we'd like to talk to you!*

Key Responsibilities

1. Develop strategic sales and marketing programs that drive market share in the Winnipeg district.
2. Work with other members of the management team to exceed revenue and volume targets.
3. Coach, manage and lead your sales group to exceed individual and district targets.
4. Provide timely analysis to management and your sales team to assist in creating sales programs that work!

Position Requirements

- Minimum of 4 years of experience in managing sales people and/or a sales supervisory capacity in business to business products or services.
- Superior written, verbal and computer communication skills.
- Understanding of basic financial forecasting and analysis using tools such as Excel
- Well organized with an eye for detail.
- Must have experience in leading and coaching field sales personnel.
- Experience in creating team and individual Performance Improvement Plans. This position is suitable for both Men and Women.

If this opportunity excites you, please email or fax your resume to:

Frank.Mckeown@bficanada.com; Fax 204-694-5017.