

Area Sales Managers - Québec and GTA Ontario

Ref. ASM_CAN_2410

Location: Mississauga, ON - Canada



About the job

Do you only strive for customer excellence and do you want to grow your career in step with our company? Welcome to Carlo Gavazzi, where we are designing, manufacturing and marketing Industrial Automation Components . Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices, fieldbus systems) provide automation solutions for the global markets of industrial and building automation across Europe, the Americas and Asia-Pacific through a network of 23 own sales companies and through more than 60 independent national distributors.

Carlo Gavazzi in Canada is currently looking 2 talented and passionate **Area Sales Managers (ASM)**, responsible respectively for Québec and GTA Ontario area, managing and growing product sales including current and future innovations from our 3 product lines - Sensors, Switches and Controls as they are introduced to our markets.

Both roles are reporting to our National Sales Manager, Canada, responsible to create a strategy and market development plan for our products in your local territory. While working with the entire Canadian team to accelerate growth, you will execute on opportunities, identify trends, and actively participate in creating a roadmap that will assure the continued growth of products in your market.

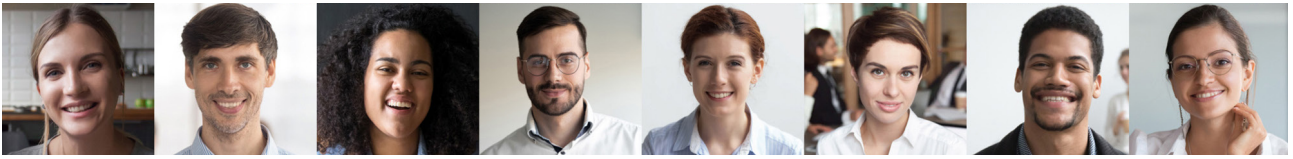
Key tasks and responsibilities

- Develop successful sales strategies according to the corporate "Strategic Sales Plan".
- Define quarterly and long-term business opportunities to achieve your targeted growth.
- Evaluate the local markets and business opportunities within your territory to maximize sales.
- Analyse industry and market trends plus activities of the competition & new competitive products.
- Help create strategies for improving digital marketing and selling of our products within Canada.
- Participate where required in key trade shows, market organizations, and conferences to obtain sales leads and investigate the possibilities for future sales growth.
- You are responsible for providing International Product Management with regular updates and reports on key customer activities and performance (including wins and losses of large potential business).
- Enter all data in the CRM and monthly business report.

Requirements and qualifications

Sounds great! Am I the **Area Sales Manager** you are looking for? Let's see:

- You have good Sales and Business Development skills
- You have solid and successful experience in the industrial or building automation market
- You have a good level of effective communication and negotiation skills
- You have ability to build and maintain customer relationships
- You have a proved knowledge of electronic control components or automation solutions
- You have obtained experience in managing sales activities and achieving targets



- You have strong analytical and problem-solving abilities
- You have a CET or engineering degree
- You have strategic planning and forecasting knowledge on a Local level.
- You are located in Québec or Toronto area.

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on selling truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- You will get an attractive salary package with a lot of extra benefits.

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the role as reference subject if you are interested in!

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Canada Inc. with registered office in 2430 Meadowpine Boulevard Unit 104 - Mississauga, ON - L5N 6S2 - Canada - gavazzi@carlogavazzi.com