

To apply please submit this pdf document along with resume to [trodrigues@piovan.ca](mailto:trodrigues@piovan.ca)

## JOB DESCRIPTION

<b>Job Title:</b>	Regional Sales Manager		
<b>Department/Group:</b>	Sales		
<b>Department Manager:</b>	Managing Director, Piovan Canada Ltd.		
<b>Reports to:</b>	Managing Director, Piovan Canada Ltd.	<b>Direct Reports:</b>	
<b>Job Site Classification:</b>	6535 Millcreek Drive Units 2 and 3	<b>Position Type:</b>	Full-time-regular
<b>Telecommuting:</b>	N/A	<b>Travel Required:</b>	60-90%
<b>JOB SUMMARY:</b>			
<p>The Regional Sales Manager is responsible for the management of strategic procuring and maintenance of NEW (beyond existing customer base) key and target accounts in the regional portfolio. Developing and executing upon strategic goal-oriented actions that will result in opportunities for sales of company equipment and services that deliver sustainable top &amp; bottom-line growth within the assigned region(s).</p>			
<b>ROLE AND RESPONSIBILITIES</b>			
<p><b>Essential Functions:</b> (Included but not limited to)</p> <ul style="list-style-type: none"> <li>Develops and generates sales opportunities through the deliverance of presentations at customers plants, either directly or through his/her agents for system and/or machine quotations and/or orders;               <ul style="list-style-type: none"> <li>To accomplish this task successfully, this employee must maintain adequate technical knowledge about company products, services, customer base, competitors, and the industry in which we operate.</li> </ul> </li> <li>Calls on and manages sales activities at OEMs and House (Key) Accounts in assigned region.</li> <li>Develops, communicates, and implements regional sales goals and sales plans.</li> </ul> <p>Maintains and enters data into CRM as opportunities are created</p>			

### Piovan Canada Ltd

6535 Millcreek Drive, Unit 2 ON L5N 2M2 Mississauga  
 Tel. +(1) 905 629 8822 - Fax. +(1) 905 629 8827 - [info@piovancanada.com](mailto:info@piovancanada.com)

- Provides technical and sales training and support for his/her assigned agents and customers;
  - To accomplish this task successfully, this employee must be able to effectively communicate his/her product and technical knowledge to all types of audiences.
- Submits quarterly and annual reports on the performance of his/her agents and progress in achieving goals and plans.
- Travels as necessary to achieve the sales goals and plans;
  - Accomplishing this task successfully demands a significant amount of travel. Business trips must be conducted in accordance with established company protocol.
- Provides consistent feedback regarding product, market and competitive conditions.
- Keeps current on advances in the field of engineering relevant to customer needs;
- Maintains quality customer relations by providing exceptional customer service, appropriate business interactions and knowledgeable assistance on technical aspects of each job;
- Interprets and communicates customer needs timely and works to resolve/clarify any aroused issues.

**QUALIFICATIONS AND EDUCATION REQUIREMENTS:**
**Basic Certification Needed:**
**Intermediate Certification Needed:**
**Expert Certification Needed:**
**REQUIRED TRAINING & CERTIFICATION FOR ADVANCEMENT:**

To progress to an advanced level from this position, the employee must have been assessed with above average

**Work Environment**

Indoor office setting: Quiet to moderate noise level and thermostat-controlled temperature. May routinely enter Piovan or customer's manufacturing/distribution area, where the noise level maybe notably higher than in the office.

Performing easily movements such as standing, walking, lifting or carrying or pushing/pulling( up to 20 lbs), climbing( ascending/ descending stairs/ladders, stooping, Handling(shifting car gears, gripping with fingers). Body agility for out of office functioning is emphasized.

Manufacturing Environments: May not always be regulated by thermostat control. When in a manufacturing environment with constant production, he/she must possess the following: Far acuity - clarity of vision at 20 feet or more, depth perception - three-dimensional vision ability to judge distances and spatial relationships so as to see objects where and as they actually are, keen auditory perception (hearing) – ability to hear and distinguish sounds and instructions, dexterity and flexibility - to avoid and move out of the way of moving objects machinery, and vehicles. He/she is continuously exposed to constant or intermittent sounds and high-pitched noise level(s).