



Title: Territory Manager
Type: Regular-Full time
Location: Alberta (Calgary Preferred)

Reporting to: Vice President of Sales and Customer Service

Company Overview:

We deliver products and services that help power the energy needs of tomorrow.

CR Wall is the preferred supplier of measurement, regulation, operations and safety equipment and solutions for the Canadian Gas Energy Industry. Customers choose CR Wall because of the knowledge, experience and high-quality products we represent. Our commitment to innovation ensures our customers have access to the right products and solutions designed to improve performance, ensure safety, simplify training, reduce costs, protect the environment and enhance daily operations.

The basis of CR Wall's culture is to maintain a positive work environment, encourage professional growth, and promote the health & well-being of our employees. We believe that a positive attitude leads to great results, and we want those people.

We are looking for an extraordinary employee to join our growing team. This position fulfills the role of key contact to customers within their region. The Territory Manager will create, develop and foster new and existing relationships with customers as it relates to sales. Facilitating communication in all areas within the company is essential in looking after the customer's needs. The employee is responsible for the sales and growth of the assigned territory.

Responsibilities:

- Develop and achieve annual sales target by working with suppliers and Sr. Leadership to identify and act upon opportunities
- Conduct effective customer visits to provide product knowledge and deliver customer support in their assigned territories
- Identify new sales opportunities and drive new product introductions with existing and new clients
- Respond to RFQ from existing and new clients
- Update and maintain excellent logs and conduct bi-weekly updates with the sales team
- Collaborate closely with and provide feedback to other team members to drive results and portfolio growth
- Consult with customers on company initiatives and industry updates
- Attend industry events and learning opportunities
- Demonstrate proficiency in using all appropriate systems, tools, and processes
- Perform other duties as assigned



Education:

- B. Eng/ P. Eng or Diploma in a technical field is ideal
- Valve and Valve Maintenance (lubricants, sealants, fittings, pumps, etc.) experience is desired

Skills/Experience:

- 3+ years of technical sales experience, preferably with 2 of or more of those years within the oil and gas or applicable industries
- Strong organizational skills
- Highly motivated, disciplined, energetic person, with passion and drive to ensure success
- Strong business acumen and relationship building skills
- Ability to travel up to 50% of the time within Canada. Some international travel may be required.
- Demonstrates proficient use of CRM & ERP applications (Salesforce & SAP experience is an asset)
- Results-driven individual who can build and maintain a good rapport with clients
- Team oriented
- Must have a valid G driver's license with a clean driver's abstract
- Must have a clean criminal background
- Must have a valid passport and/or NEXUS

Apply today!

Online: <https://www.crwall.com/careers/>

Email: careers@crwall.com