CAREER OPPORTUNITY
Business Development and Sales Manager

Established in 1982, and now a business unit within Stanley Black & Decker, Inc., Instantel is the global market leader in the design and production of vibration monitoring instrumentation. Our products are used in over 120 countries. Applications include civil engineering, construction, environmental, mining, mining exploration, quarry, underwater, structural health, human annoyance and noise. Our products and services are recognized as best in class throughout the world. We offer a dynamic and growth oriented culture. To continue our path toward success, we need like-minded individuals who also strive to be the best in all that they do. The successful candidate will be an integral part of a team located in Ottawa, Ontario, Canada. To learn more about Instantel, please visit: www.instantel.com

The successful candidate will report to the Director of Business Development and Sales. This is a very important revenue producing role within the organization. The successful candidate must be competitive in nature, have an inherent desire to win, be a self-starter and possess a proven track record of results.

Duties and Responsibilities include, but are not limited to:

- Management of accounts in North America and Internationally.
- Perform equipment demonstrations both remotely and customer facing.
- Preparation of quotes for dealers and direct customers and manage the entire sales process.
- Manage and respond to incoming leads through email, phone and website.
- Specific Industry knowledge is not a requirement but an asset. However, the individual should have the ability to thoroughly understand technical information and able to effectively convey it to Customers.
- Drive sales in assigned territory maximizing revenue out of the region. Activities will require replacing Dealers, setting up and/or managing direct Customers and negotiating pricing for large volume purchases.
- Provide detailed forecasting, monthly and quarterly to Sales Manager.
- Track progress of accounts daily and documenting results using SalesForce’s lead tracking tool.
- Communicate regularly with Production to ensure they are given advanced notice of potential orders. Production must be poised to ship orders when received to achieve monthly and quarterly targets.
• Required, when necessary, to generate daily, weekly and monthly Sales reports. This is very important for tracking company progress and aid with strategic decisions.
• Maintain and track results of growth associated with the territory.

Skills/Qualifications:
• Minimum 5 years’ experience in a sales role interacting with distributors and customers on a daily basis.
• Ability to multi-task while remaining focused on completing all tasks in a dynamic environment.
• Strategic thinking, innovative creativity, analytical and superior organizational skills.
• Exceptional time management skills.
• Strong written and oral communication skills.
• Ability to develop and build strong and effective relationships both internally and externally.
• Proficiency with Microsoft Office, with a focus on Microsoft Word, Excel, SAP and PowerPoint.
• Familiarity with SalesForce is an asset.
• Ability to work with highly confidential information.
• Experience with technical products and services is preferred.

Educational Requirements:
• University or college education is a must.

Personal Attributes:
• Highly self-motivated. A self-starter with keen attention to detail.
• Proven analytical and problem-solving abilities.
• Great communication and presentation skills.
• Tenacious. A person that overturns every stone to get results and takes a systematic approach to Sales.
• Ability to effectively prioritize and execute tasks in a high paced environment.
• Demonstrated ability to work independently as well as work well in a team environment.
• Ability to get results in an environment where interruptions may occur.
• Friendly and confident when interacting with Dealers and Customers.
• A personal commitment to responding promptly to Dealer and Customer requirements and needs, including follow-up to ensure issues have been addressed to the Dealer’s and Customer’s satisfaction.

Note: This description is to be used as a guide, and covers only the primary responsibilities and tasks of the job. It is in no way to be construed as an all-encompassing list of responsibilities, tasks, and duties.

Additional information:
Type of employment: Full time (40 Hrs), full time. Interested candidates should forward their resume for this position to the attention of:

Steve McSherry, Director of Business Development and Sales
steve.mcsherry@sbdinc.com