

## JOB OFFER

### Commercial Sales Manager

#### Montreal branch

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Reporting to the General Manager, the Commercial Sales Manager actively participates in establishing and implementing sales strategies.

He/she works in close collaboration with the General Manager, as well as with the Managers of the other Montreal and Quebec City branch departments. He/she also works closely with the sales teams of Centura's various branches across the country.

The Sales Manager coordinates, structures, supervises and controls the various activities of the Sales Department and its team of representatives to ensure smooth operations. He/she will be responsible for a team of seven (7) representatives on the road.

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## TASKS AND RESPONSIBILITIES

- Guide, motivate and coach the sales team to improve performance and exceed sales targets;
- Develop and maintain relationships with architects, designers and other industry professionals;
- Understand the needs and requirements of architects and designers and propose appropriate solutions;
- Actively promote our products and services at presentations, trade shows and other relevant events;
- Monitor market trends and developments in the architecture and design sector in order to adapt our offerings accordingly;
- Participate in the product selection process (local and international);
- Identify new sales opportunities and develop strategies to exploit them effectively;
- Negotiate new projects and contract terms with existing and new customers;
- Collaborate with internal teams, including marketing and customer service, to ensure an exceptional customer experience;
- Ensure compliance with company policies and procedures in sales and customer service.
- Manage claims and complaints;
- Produce sales and activity reports, providing analysis and recommendations to improve performance;
- Draw up forecasts and budgets;



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- Develop and maintain relationships with suppliers;
- Build strong relationships with industry stakeholders to facilitate business growth.

## GENERAL SKILLS

- Minimum 5 years' experience as a Sales Manager;
- Mobilizing leadership, managerial courage and team player;
- Critical thinking and strong problem-solving and decision-making skills;
- Organized and able to manage priorities;
- Experience in continuous improvement;
- Fluency in French and English;
- Experience in floor covering is an asset.

**Please send your resume by email to [rh@centura.ca](mailto:rh@centura.ca) or via the [www.centura.ca](http://www.centura.ca) "career" tab.**

In order to facilitate the reading of this document, the use of the masculine form has been retained.