

# TERRITORY MANAGER

## Kitchener/Cambridge/Guelph

# STONHARD

STONHARD, a subsidiary of RPM, has been the leading manufacturer and installer of high-performance, state-of-the-art, seamless floors, and lining systems for commercial and industrial markets for nearly a century. We are anticipating continued growth and currently have a rewarding position as a **Territory Manager Kitchener/Cambridge/Guelph**

### Why Work for Stonhard?

We are the global leaders in this marketplace, and passionately believe that our success is created because of the great people who make it happen. We are a single-source company committed to our customers. We design, engineer, and provide cost-effective solutions, helping to maintain and enhance existing facilities and infrastructure, while planning and specifying new projects.

During a global pandemic, Stonhard has been able to continue our high level of service to our customer's needs which has deemed us an essential service provider.

**What do we look for in a Salesperson?** Commitment. A self-starter with a professional sales image and mindset. Someone who has a strong sales understanding, the ability to find new customers and projects, and the drive to support and develop existing customers. Candidates should have a positive attitude with strong strength in problem-solving. They should also be comfortable taking a leadership role on projects from start to finish.

This Career Position offers you:

- Attractive base salary with uncapped bonus opportunity driven by your success
- Very Competitive Expense package and car allowance
- Fully paid company benefits and RRSP program
- Structured, formal product and professional sales training sessions
- Ongoing in-field training and support
- Extensive marketing, technical, R&D & administrative support
- A career path that, through your efforts, can lead to rapid growth within Stonhard

Preferred Job Qualifications:

- Ability to solve problems, present solutions and close the sale
- Capacity to develop customers through strong interpersonal and communication skills
- Minimum 3 years of successful outside sales experience
- Industrial/Commercial sales understanding is not required but an asset
- Construction/Project Management experience is helpful but not required
- Ability to read and understand construction drawings
- Entrepreneurial mindset along with excellent time management skills
- Knowledge of Office 365 would be a benefit

\* Stonhard will accommodate people with disabilities as required. If you require any accommodation through the hiring process, please let us know.

[Click here to email for more info.](#)