

## Territory Manager for the Quebec province Industrial Lubricant

Ficodis is a dynamic group of industrial supply distributors that has joined Descours & Cabaud, the French leader in Europe and North America. This growth and its presence in Quebec, Ontario and, more recently, in the northeastern United States, allow it to count more of 600 employees, annual sales of CAD \$250 million and 36 companies. In addition to the deployment of its M&A strategy, the Ficodis Group successfully achieves synergies that allow it to support and finance its development.

### Mission

#### To develop the exclusive line to Ficodis by Molydal

Prepare and implement an annual and monthly plan to achieve your sales and profitability objectives for your sector of activity. Solicit new commercial and industrial customers to offer them lubricant and related products as well as value-added services. Work to retain existing customers and increase the share of our products in their portfolio. Develop assigned territory/industries and distribution network.

You will be responsible for making appointments, maintenance, needs analysis, presentation of Ficodis, technical tests and final decision-making.

The Territory Manager writes his own customer offers within the framework of his budget.

Target customers are PME as well as corporations in the steel, metalworking, automotive industries, and power transmission and bearing companies.

Use creativity in your development, prospecting, and frequent follow-up efforts with current or future customers.

Clearly identify the client's needs and/or problems and develop appropriate solutions.

Develop market expertise, understand the prices, products and services offered by the competition.

Participate in technical and commercial training for Sales Representatives.

### Skills

Fueled by challenges

Autonomous, has a sense of priorities and urgency

Good listening to his interlocutor and his needs and a good negotiator.

Interpersonal, team spirit, versatile and resourceful and focus on problem solving.

Ease and desire to innovate and learn new techniques, approaches, and tools

### Qualifications

Education: College diploma (DEC or AEC) or professional (CLS), technical training (Mechanical or Electrical) or equivalent and must be interested in chemistry.

Experience in the industrial and distribution, manufacturing, construction, transportation, and mining fields at the provincial / regional level.

Spoken and written languages: French and English

Very good knowledge of the Microsoft office suite

3 years and more of relevant experience in commercial sales and industrial lubricant products

### Remuneration

Base Salary: \$55,000.00-\$65,000.00

Plus, commission up to \$30, 000

### Benefits

- Group insurance
- Car allowance
- RRSP
- Telework
- Training

