

## A little bit about us

We like to say that we find solutions for the everyday stuff. We're problem solvers. We're an engaged team that works together, and for those that work here they say we're also like family.

*"ValLEN is a dynamic place to work because of the people, the culture and the customers we service. The company's direction make it an exciting atmosphere to work...grow...and prosper."* Director of Marketing

ValLEN is a leading provider of indirect industrial supplies – all those materials that are not part of the products our customers manufacture, and our goal is to make our customers operations run smoothly so they can focus on the core of their business.

Through 24 branches, we operate coast to coast and serve our customers in person, online, or onsite. ValLEN is a member of Sonepar Canada, and is one of Canada's leading industrial distribution companies headquartered in Edmonton, Alberta.

## Let's start with a little bit about you

- ✓ You deliver exemplary service to internal and external customers
- ✓ You are motivated to think out of the box to provide solutions
- ✓ You are committed to growing sales
- ✓ Your values are based on creating an environment where feeling valued, respected and empowered is paramount

## THE TERRITORY MANAGER ROLE:

The Territory Manager is responsible for the development of new and existing accounts, implementation of tactical plans, sales performance, gross margins, market share growth, profitability and value-added cost savings programs.



Vallen is an equal opportunity employer committed to increasing diversity in our workforce. We welcome applications from qualified persons in underrepresented ethnic, racial and cultural groups and from people with disabilities.

We thank all applicants for their interest; however, only short listed candidates will be contacted.

## **YOUR RESPONSIBILITIES:**

- To represent Vallen to customers and prospects
- To profitably grow a book of business with both new and existing clientele
- To identify our customer's needs including: accurate selection of products, pricing, promotions and systems to meet those needs
- To service our customers in an economical and systematic order of rotation, prospect for new accounts, analyze and organize activity in the territory
- To introduce new products and demonstrate features and uses (delivery of seminars to develop customer awareness of company value-added strategies, cost reduction initiatives, and partnership concepts)
- To make joint calls our manufacturer's representatives, or internal sales specialists, to introduce new lines or demonstrate effectiveness of existing products and services
- Organization & reporting of sales activities to management through use of a CRM platform
- Creation and presentation of value propositions to customers through use of Stewardship Reports
- To attend sales meetings, branch meetings, industry shows or conventions as required

## **YOUR EXPERIENCE:**

- We are looking for sales professionals with customer service experience within an industrial or safety distribution environment. A proven background in building solid relationships, an ability to interact with people at all levels and a pre-disposition to teamwork and excellent customer service is required
- You will have solid product knowledge, strong computer skills and the ability to manage multiple projects effectively
- If you are eager to take on a new challenge and you strive for personal and professional development by taking on new training opportunities, then please read on to discover what Vallen has to offer you!

*"I feel that my ideas and input are not just heard, but valued, making me feel as though I contribute to the overall success of the company".* Branch Manager

To explore and learn more about ValLEN, please visit [valLEN.ca/careers](http://valLEN.ca/careers).

## WHAT'S IT LIKE WORKING AT VALLEN?

There's a spirit of resourcefulness, creativity, and innovation in each of our associates. Upon joining our team, you will become part of a supportive, family oriented culture where you will be led by a president who fully believes in having an open-door policy. Your suggestions will be heard and your hard work will be rewarded.

In exchange for your hard work and determination, you will receive a competitive salary and bonus plan, growth and development opportunities, plus a full set of benefits including:

- Flexible benefits program allowing you to choose from options that best fit you and your dependents
- RRSP matching and health spending account
- Company paid life insurance
- Employee paid disability programs

We offer a supportive and rewarding culture that values its people and their contributions. Our values are based on creating an environment where feeling valued, respected and empowered is paramount.

