

# **EMSEAL Joint Systems, Ltd - Global**

## **Territory Sales Manager**

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EMSEAL (A Sika Company) is the industry leader for innovation and sales of high-performance Building Enclosure Solutions.

We are looking for a Global Territory Manager to continue the sales growth of Emseal products. This rewarding position calls for a motivated, personable, self-starter who can work to plan and increase sales, close deals, expand our customer base, ensure continued customer satisfaction while safeguarding margins and controlling expenses.

The ideal candidate will be proactive mastering a complete understanding of the Emseal product lines as well the practical installation of these products and their relationship to other building materials and methods.

The Global Territory Manager will work in tandem with the Director of Global Sales as well as a Global Technical Support person.

**Job Type:** Full-time

**Job Location/Base:** Greater Toronto Area

**Experience:** Successful sales management and performance leading to market growth.

### **QUALIFICATIONS:**

Bachelor's degree required (BS preferred), or equivalent post-secondary degree, with a preference in Engineering/Architecture. Additional extensive experience in outside sales and/or customer service. Foreign language skills (i.e. beyond English) and experience in European markets are highly desirable. The Territory Manager position calls for exceptional interpersonal and communication skills as well as experience identifying and initiating contact with potential customers.

### **DUTIES:**

Job duties are based on successful sales and management techniques including (but not limited to):

- Negotiate and close sales.
- Promote and sell Emseal's full line of products globally.
- Train and manage distributors, contractors, and installers.
- Gain proficiency with product capabilities, limitations and relationships to broader construction materials, methods, and processes.
- Deliver seminars at architectural and engineering firms (both in-person and online).
- Travel and represent Emseal as beneficial to grow and maintain global sales.
- Manage the sales cycle of Emseal products globally.
- Communicate technical concepts and pricing.
- Generate internal reports and documentation applicable to sales and projections.

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**[www.emseal.com](http://www.emseal.com)**

*Email all questions and applications to: [globalcareers@emseal.com](mailto:globalcareers@emseal.com)*