

Title: Vice President, Sales

Location: GTA – North

The company: Our client is the Canadian subsidiary of a well-established, world-renowned company in the area of manufacturing products for the construction industry.

Role focus: The VP Sales is responsible for delivering annual sales revenue in line with company budget and the strategic plan.

Key Responsibilities:

- Deliver Invoice Sales and order intake budget in line with company budget
- Deliver annual Sales Budget to meet company business plan
- Prepare monthly and quarterly commercial forecasts
- Deliver Gross Contribution Revenue value in line with the above plan
- Develop Technical Commercial Tools, including white papers and applications to demonstrate NetZero compliance using company products and the introduction of an EPD (Environmental Product Declaration)
- Develop and implement commercial strategic plan
- Implement team wide Training Matrix on key products, including product knowledge training and introduction of product specific installation guides
- Manage day to day external sales organization through a team of Sales Directors
- Manage day to day internal sales organization through a team of Inside Sales Managers

Ideal Candidate profile:

- University degree in technical or architectural/engineering or related discipline
- Minimum six to eight years progressive sales management experience – ideally in the building materials or related industries
- Two to four years' experience managing estimating/inside sales
- Ability to read and interpret structural and architectural drawings.
- Ability to understand and interpret project specifications, addendums, special provisions and all other applicable project documents.
- Excellent communication skills
- Salesforce.com experience a plus
- Excellent organizational and mathematical skills
- Self-motivated and possess the ability to meet deadlines and problem solve with minimal supervision.
- Excellent communications and interpersonal skills