



2125 South Service Rd. W Unit A
Oakville, Ontario
L6L 5W2, Canada

E info@aquatechnikNA.com | T 1.844.FUSION3 | F 905.602.7422



Outside Sales Manager Position:

Responsibilities:

- Building and sustaining long-lasting relationships with new and existing customers based within an assigned sales territory.
- Traveling within an assigned sales territory to conduct face-to-face meetings with existing and potential customers.
- Continually meeting or exceeding sales targets by selling company products to new and existing customers.
- Developing and implementing an effective sales strategy to drive sales.
- Maintaining an accurate record of all leads, customer accounts, and sales.
- Collaborating with the marketing department to expand brand presence through the creation of suitable marketing materials.
- Researching competitors' products and pricing as well as market conditions.
- Keeping up with the latest industry developments by attending meetings, training workshops, and industry events.
- Strategically negotiating with potential and existing customers to close sales.

Experience:

- Knowledge of plumbing applications and plumbing industry.
- Proven outside sales experience and track record
- Proficiency in all Microsoft Office applications.
- Strong consultative sales skills.
- Excellent organizational skills.
- Effective communication and negotiation skills.
- Exceptional customer service skills.
- Detail-oriented.
- **BONUS:** Experience with PP-R and PEX products

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