



1. Identification

Title :	Sales Manager, for Ontario market
Supervisor's Title :	Sales Manager, Bitumen Canada, Paving USA,
Department:	Sales & Marketing
Status :	Permanent

2. Job Summary

Reporting to the Sales Manager, Bitumen Canada, Paving USA, the incumbent actively participates in Bitumar \ CAI's business development by establishing and maintaining strong business relationships with customers. He/she works on the road in Ontario, promotes and maximizes the visibility of the company's products.

3. Main Responsibilities

- Manage customer accounts;
- Develop new business opportunities;
- Participate in the development and implementation of sales strategies;
- Develop strong and personal relationships with customers;
- Represent Bitumar \ CAI in various activities and associations;
- Respect policies and use existing tools;
- Collaborate with managers and employees of other departments to ensure that the company is well prepared to take advantage of interesting business opportunities;
- Carry out any other related tasks requested by his/her immediate superior or required by his/her duties.

4. Candidate profile and skills required

- College and/or university degree or any other relevant experience;
- Technical knowledge of the chemical or petrochemical industry
- Knowledge of construction and bitumen;
- A minimum of 5 to 10 years' experience in industrial representation.
- Dynamic;

- Self-motivated;
- Customer-oriented;
- Fluently bilingual (French/English) an asset;
- Understands and deals easily with the business world;
- Negotiation and persuasion skills;
- Ability to develop contact networks;
- Political acumen;
- Orderly and structured in the way he/she works.

5. Work Conditions

- Frequent travel;
- Work on the road.