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## **Hydraulic Sales Manager Wainbee Limited (Central Region)**

### **Job Brief**

This role is a blend between technical sales and sales leadership/management; with the priority to strategic managed accounts and the responsibility for 3 Hydraulic Technical Sales Representatives in Ontario.

- one rep in Golden Horseshoe/Tri-Cities/London
- one rep in GTA West (Mississauga/Brampton)
- one rep in GTA East (400/Napanee)

The candidate will report to the Regional Sales Manager and will need a high degree of emotional maturity. The incumbent will be expected to work closely and in cooperation with the following:

- Technical Sales Reps - Hydraulic
- Key Managed Accounts Customers
- Regional Sales Manager
- Hydraulic Suppliers and Territory Managers
- Technical Services Managers
- Hydraulic Product Manager
- Marketing Manager

The candidate will be responsible for leading the sales cycle for certain large customers and be support with those whom Reps have difficulty penetrating. Honesty, high moral standards, ethics, and strong personal values is a must.

### **Requirements**

Industrial distribution sales experience is a required with preference for previous sales management or management experience. A background in Hydraulics and Fluid Power is essential and Electro-mechanical knowledge is a large selling feature. Needs to be a strong leader, yet receptive to other thoughts and strategies. Someone who is willing to take the ball and accountability is a must. They should be willing to accept and look for constructive feedback and take sales direction from the Regional Sales Manager while working on their own more micro plan of implementation.

**Please Submit Resumes to [careers@wainbee.com](mailto:careers@wainbee.com)**