



SALES MANAGER - OUTDOOR DIVISION

PURPOSE OF ROLE

The Sales Manager is part of the Mountain Exposure Sales Team and provides leadership to the outdoor division sales team in addition to day-to-day account management responsibilities, including managing corporate key accounts. In addition, supports the operations team in operational decisions and strategies.

What you will do and need...

- 1 - 3 years experience in a Sales Management role
- Support business development by sourcing new business and sales opportunities
- Communicate with brand sales managers and determine product allocation
- Oversee and report on sales team KPI's and CRM data, ensuring targets are being met.
- Provide coaching to sales team as required
- Uphold company core values through leadership, decision making and professionalism
- Expert level digital skills (Excel, Sales tools, Google suite, Office suite, CRM, etc.)
- Act as liaison between brand sales managers and sales team, communicating MAP policies and relevant sales initiatives and targets
- Attend and actively participate in sales meetings, deliver presentations as required
- Support Sales and Operations team through expertise and business guidance
- Support Sales/Division Leads by establishing and maintaining a trusting relationship
- Produce forecasting reports, sales goals & targets as required
- Participate and lead WIP calls between brand managers and sales team
- Act as liaison between brands, internal brand specialist, and MTNX
- Assist in determining pricing structure for distribution services and product
- Support company sponsored and dealer events as required
- Oversee internal brand specialists, ensuring sell-in materials/initiatives/product information is communicated
- Ensure MTNX service exceeds expectations

Your personal attributes demonstrate...

- Proven success in retail store servicing and sales support
- Enjoy flexible working hours, which could include occasional weekends
- Passion for the outdoors and all that MTNX stands for

- Experience travelling and adapting to life on the road
- Self motivated and high energy
- Ability to meet deadlines while working remotely
- Outstanding customer service standards
- Proven organization, prioritizing and time management skills
- Excellent communication and presentation skills
- Excellence in building strong, long term relationships
- A great sense of humor and ability to contribute to our team culture
- Adaptable to a fast paced and changing environment
- High level of commercial acumen and sound judgment
- Ability to work well remotely and spend time on the road
- Display enthusiasm and skill to develop into the role
- Highly organized and detail oriented
- Professional email etiquette, written and verbal skills, with strong listening and clear communication

This opportunity will remain open until the position is filled.

Email your cover letter and resume to info@mountainx.ca

Starting Salary \$4500/month + benefits