



PO Box 1420, 140 Service Rd  
Indian Head, SK S0G 2K0

Phone: 306.695.2460

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| POSITION OVERVIEW  |  |                  |                  |
|--|--|------------------|------------------|
| POSITION TITLE   | Territory Manager,<br>Agricultural Equipment &<br>Contract Sales | DEPARTMENT       | Agriculture      |
| REPORTS TO   | CEO  | VERSION AND DATE | V1081821         |
| TERM TYPE  | Permanent Full-Time  | LOCATION         | Indian Head, Sk. |
| <b>About VALE:</b>   |  |                  |                  |
| <p>Vale Industries Ltd is a manufacturer of engineered products and equipment for the agricultural, aggregate, mining, and related sectors. With roots in steel manufacturing going back 30 years, Vale knows how to deliver solid solutions and exceptional value for our customers. Our management team has over 150 years of practical, hands-on experience in engineering, manufacturing, and business management, focused on leading Vale's next phase of strategic growth. At Vale, we uphold a high standard of quality, integrity, and safety to demonstrate our commitment to our employees, customers, suppliers, and community.</p>   |  |                  |                  |
| <b>Job Summary:</b>  |  |                  |                  |
| <p>The role of the Territory manager is to <b>build and foster strong customer relationships within a particular region</b>. They design strategies aimed at growing regional revenue by satisfying customer needs and special requests. Territory managers use consumer research to maximize potential revenues and gain the loyalty of their clientele. This is an outside sales position with expectations of 60%+ on-road travel weekly.</p>   |  |                  |                  |
| <b>Duties and Responsibilities:</b>  |  |                  |                  |
| <b>Sales:</b>  |  |                  |                  |
| <ul style="list-style-type: none"><li>▪ Travel to and provide face-to-face sales and customer services to their clients</li><li>▪ Assist in the preparation of an annual sales forecast and sales budget for the AG Division</li><li>▪ Responsible for achieving sales targets monthly</li><li>▪ Review the sales forecast and the sales budget monthly with the CEO to ensure Vale is meeting sales objectives</li><li>▪ Work with the CEO to develop sales plans and programs for achieving sales objectives</li><li>▪ Responsible for providing input for adapting and modifying these plans during the year</li><li>▪ Develop and maintain strong relationships with the Vale distribution network</li><li>▪ Responsible for all calls and requests received from the distribution network</li><li>▪ Responsible for working with the CEO to expand the distribution of Vale product lines into new regions and new territories, setting up new Canadian dealers and manufacturers representatives (US only)</li><li>▪ Responsible for acquiring new contract customers to meet the demand of the production line when required</li><li>▪ Responsible for monitoring competitor products and programs and reporting this information to the CEO</li><li>▪ Other duties as assigned from time to time</li></ul> |  |                  |                  |
| <b>Service:</b>  |  |                  |                  |
| <ul style="list-style-type: none"><li>▪ With the support of the production team, responsible for analysing and providing service on Vale equipment</li></ul>   |  |                  |                  |



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- Working with the CEO, make decisions regarding warranty for Dealers and Customers

**Marketing:**

- Working with the Business Support Manager, responsible for providing input for the marketing of the AG product line
- Working with the Business Support Manager, plan, set-up, and work at Ag Trade Shows across the prairies and the northern US states

**Product Development:**

- Territory Manager will be responsible for providing input on the existing Vale product lines as well as being responsible for providing input on potential new product lines

**Finance:**

- Responsible for working with the finance department to ensure all accounts receivable with the distribution network are kept up to date
- May be required to discuss or visit the Dealer to make collections
- Expected to have a good working knowledge of finished goods Inventory available at Dealers and in the Vale yard

**Reporting:**

- As directed by the CEO, the Territory Manager will be responsible to prepare a Monthly Report for the CEO regarding the status of sales and sales projections in the period

**Education and Qualifications:**

- Business degree or Ag degree an asset
- Any sales training considered an asset

**Knowledge Areas and Experience:**

- 5+ years' experience in outside sales
- Strong knowledge of Agriculture industry
- Mechanically inclined

**What Vale Offers:**

- Meaningful work with a team of motivated individuals at a growing manufacturing company
- High standards as demonstrated in the quality of our products
- Opportunities for growth and development
- Opportunity to take on responsibility and overcome challenges

**Compensation and Terms of Employment:**

Good base salary with performance-based commission on sales; use of company truck, health and dental benefits, and a company matched RSP

*To apply for this position please submit your resume and cover letter via email to Human Resources at VALE Industries.*

*hr@valeindustries.ca*