

Intertape Polymer Group (IPG) is a recognized leader in the development, manufacture and sale of a variety of paper and film-based pressure sensitive and water activated tapes, polyethylene and specialized polyolefin films, woven coated fabrics, flexible intermediate bulk containers (FIBCs), and complementary packaging systems for industrial and retail use. Its performance products, including tapes and cloths, are designed for demanding aerospace, automotive and industrial applications and are sold to a broad range of industry/specialty distributors, retail stores and large end-users in diverse industries. Headquartered in Montreal, Quebec and Sarasota, Florida, the Company employs approximately 4,100 employees with operations in 34 locations, including 22 manufacturing facilities in North America, five in Asia and two in Europe.

TERRITORY BUSINESS MANAGER – WESTERN CANADA

The Territory Business Manager will report into their respective Regional Director of Sales and will serve as a key member of the Consumer and B&C focused sales team.

The primary mission of this individual is to maintain and manage distributor and retailer relationships at the local level. This person must have the ability to learn and express the value of IPG/TUCK/Cantech multiple product lines, named “THE BUNDLE”.

Key Accountabilities:

- Act as the “Quarterback” at the distributor promoting Cantech and TUCK programs and product solutions to effectively sell the bundle to our distributor partners within assigned territory.
- Accountable for Revenue and Net CM\$ for ALL distributors and all products within the assigned territory, while working with partner Inside Sales Reps and Territory Account Representatives that support the territory.
- Primary customer contact Major Account local distribution within territory driving the benefits of our bundle
- Act as the tape and building envelop expert for the territory.
- Provide the necessary resources and act as a liaison to our distributors to enable them to promote and grow Cantech and TUCK full product suite.
- Develop our distribution partners through training of their DSR’s, making joint end user calls, and broadening their support of the Cantech and TUCK product offering.
- Manage distributor health and conduct quarterly business reviews to maintain and develop existing relationships.
- Work with our Business Development Specialists to aid distributors and end-users in finding the correct solution to meet their individual needs.
- Run product trials and evaluations through sales cycle.
- Strict adherence to CRM software in a routine and timely manner with quality targets, initiatives and other appropriate sales activities.
- Keep management up-to-date with competitive information such as new products, competitive price books, and price increase and decrease letters.
- Work proactively with customer service and the pricing team to resolve any outstanding issues within 24 hours.

- Ensure that the implementation and compliance of major and national accounts initiatives and plant audits are completed in a timely fashion.

Essential Skills and Experience:

- Bachelor's degree in Business Administration, Marketing or related Field
- 5+ Years Sales Experience in Retail/B&C/Industrial/Packaging or related industry.
- Core competence on all product lines is required.
- Ability to think ahead and plan over 1-3 year time span.
- Ability to organize and manage multiple priorities.
- Sales and service systems development and deployment.
- Problem analysis and problem resolution at both a strategic and functional level.
- Technical skills in strategic planning and sales planning.
- Distributor training and development.
- Strong customer orientation.
- Excellent interpersonal and communication skills including presentation skills.
- High performance teams and a strong team player.
- Commitment to company values.
- Highly skilled with CRM usage and Sales Tracking.
- Professional appearance and behavior while representing IPG, TUCK and Cantech.

All interested candidates may apply by submitting their resumes to: vbabikia@itape.com

For more information on our company and products, please refer to our website at www.itape.com

We value drive, initiative and ingenuity and will reward you with a competitive compensation package. We thank all applicants for their interest, however, only those selected for an interview will be contacted.