



TITLE: Regional Sales Manager

DEPARTMENT: Sales

REPORTS TO: Sales Channel Manager

Gorbel is a privately held business based in Rochester, NY. We've been a leader in the material handling industry for over 35 years, and our award-winning cranes and ergonomic lifting devices can be found in factories and warehouses throughout North America and beyond. Our three core values that guide our actions can tell you a lot about who we are as a company – integrity, positive people in a positive environment, and extraordinary customer experience. Want to be part of a team where the people are as important as the products? Consider Gorbel.

Specific duties:

- Manage an established multi-province territory in Canada (Ontario through British Columbia)
- Establish and maintain long term relationships with new and existing dealers, integrators and end users
- Conduct sales calls/meetings with customers
- Coordinate and assist dealers to achieve sales performance
- Coordinate any contract negotiations and order activities with US home office. All purchase orders and contracts must be finalized, approved and/or accepted and/or executed in the US by the US home office.
- Suggest methods and programs to increase sales
- Monitor and follow up opportunities to close sales and capture market share

The successful candidate will have:

- Bachelors Degree in Engineering or Business or equivalent experience
- 3 or more years experience selling a technical product line
- Ability to travel up to 75%
- Self starter and able to work from home
- Residential location within Southern Ontario

BENEFITS: Gorbel offers a generous package of supplemental medical, dental, and vision; life insurance, short and long term disability insurance, paid time off package, and much more.

COMPENSATION: Base salary plus bonus (potential of 100k within the first year)