



Canadian Territory Manager

Artex Barn Solutions, an innovative and growing player in the dairy barn equipment industry, is seeking a full time Canadian Territory Manager.

The Canadian Territory Manager is responsible for servicing an existing dealer network across Canada, expanding the dealer network, and locating and closing sales with local dairymen. Daily travel to farms and dealers is extensive and required.

Main job duties will include:

- Researching and recommending the sales plan for the region
- Identifying sales opportunities and bringing them to a close, with or without a dealer
- Adding value to dairy farmers by providing cow comfort and dairy barn design expertise
- Communicating with, supporting and training dealers
- Identifying and attracting new dealers within territory
- Interpreting barn plans and creating accurate sales quotations
- Following up on sales opportunities, quotes and leads

The successful individual will experience personal growth in an expanding company, have the freedom to travel within their territory, establish long term business relationships, and be well compensated accordingly.

The desired applicants would have many of the following qualities:

- A passion for the dairy industry
- Mechanically inclined
- Bilingual (English, French)
- Grew up working on a dairy farm or has worked in dairy construction
- Understanding of dairy barn operations and layout
- Ability to read and interpret building plans (specifically dairy barn plans an asset)
- Outgoing personality
- Ability to work remotely
- Ability to identify and close sales
- Willingness to travel
- Networked and enjoys networking

Interested candidates should email resume as well as an indication of their unique qualifications for this position to salesjobs@artexbarn.com.