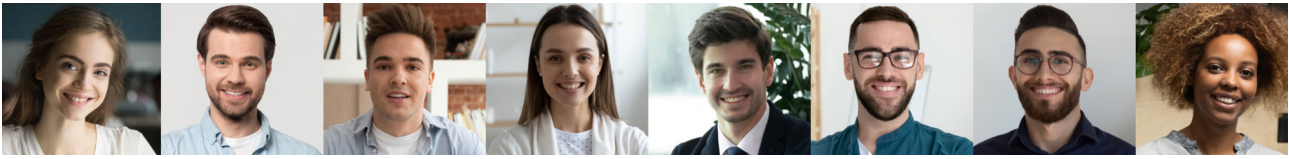




National Sales Manager

Ref. SalesMgr_CAN_2401

Location: Mississauga, Ontario, Canada



About the job

Do you only strive for customer excellence and do you want to grow your career in step with our company? Welcome to Carlo Gavazzi, where we are designing and manufacturing Industrial Automation Components. Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices, fieldbus systems) provide automation solutions for the global markets of industrial and building automation across Europe, the Americas and Asia-Pacific through a network of 23 owned sales companies and more than 60 independent national distributors.

Carlo Gavazzi Canada is currently looking for a talented and passionate **National Sales Manager** who is responsible for the Revenue Growth, gross margin, operating profit and Sales Efficiency. The role manages sales, marketing and customer service of products from Carlo Gavazzi, and is responsible for specific key accounts with strategic OEMs and primary distributors.

Reporting directly to our Managing Director, Americas you will be part of a sales organization that is passionate about working with our clients to create a unique product that is more advanced than anything currently available on the market.

What does this mean?

- You like to align the sales team with corporate sales strategy, initiatives, and new project development to ensure unified efforts.
- You collaborate closely with Product Line Managers and Carlo Gavazzi Sourcing Companies to produce accurate budgets and forecasts.
- You maximize sales, profit margin, and market share for all Carlo Gavazzi products.
- You provide consistent motivation and competency development for employees through coaching, training, and performance feedback.
- You continuously analyze, respond to, and enhance performance based on relevant management KPIs.
- You like to schedule and conduct meetings with key accounts and distributors nationwide.
- You organize sales training and seminars for the sales force, distributors, and customers.
- You schedule regular visits in sales territories to create and increase market demand for the Company's core products.
- You have a passion to identify potential opportunities in strategic industry segments, product groups, and distribution channels.
- You formulate and execute action plans with the local Sales and Technical Support teams.
- You cooperate closely with Regional HQ to convey relevant data and improve market penetration and competitiveness.
- You cooperate closely with Product Lines business units for the swift introduction of new competitive products, special requirements, and applications.
- You drive major negotiations to secure favorable deals and partnerships
- You participate in trade shows and other relevant promotional activities and expand and rationalize the distribution network for enhanced efficiency.



Requirements

Sounds great! Am I the **National Sales Manager** you are looking for? Let's see:

- You have solid and successful experience with b2b sales of automation components to relevant key accounts (e.g. OEMs, panel builders, distributors) on the local market.
- You have a solid management experience with a professionally driven sales organization. Successful field sales executives with relevant experience combined with the desire and talent to "step up".
- You have the proficiency in creating, negotiating, and closing business opportunities.
- You have a strong knowledge of market of components (Components, Switches, Sensors, etc.) and passionate about the Industrial and Building Automation market
- You bring existing industry contacts and experience working with distributor channel partners
- You are able to travel up to 30% .
- You are fluent in English, French is an advantage.
- You have a high level of communication, presentation and numeracy skills and a self-driven desire to find solution to problems.
- You are located in **Mississauga , Canada**
- You are very hands-on and pragmatic. You have many examples of things you made yourself.
- You are flexible, you have no problems with adapting new plans. Sales is fun, but also unpredictable.

Benefits

Why should you apply?

- You will closely cooperates closely with Regional HQ in conveying relevant data related to industry segments served, new applications, and developments, aimed to improve market penetration and competitiveness of the Company's products in the country.
- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on selling truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- You will get an attractive salary package with a lot of extra benefits.

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the role as reference you are interested in.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Inc. with registered office in 2430 Meadowpine Bld. Unit 104. L5N 6S2, ON - Mississauga - Canada - Gavazzi@CarloGavazzi.com