

Sales Manager

Are you Inspired? Mass Timber Career Opportunity:

West Kootenay-based Kalesnikoff is currently constructing a new \$35 million Mass Timber facility between Castlegar and Nelson, B.C. which will use state-of-the-art equipment from Canadian, European and other exceptional manufacturers. This will be the most advanced fully integrated mass timber facility in North America, producing exceptionally high-quality cross-laminated timber and glulam beams. Leading architects, engineers, designers and project managers around the world are increasingly seeking high quality, customized mass timber products to create stunning, sustainable, and energy efficient buildings. We believe Mass Timber will positively transform building design and wood innovation here in North America as it has in Europe and we're thrilled to play a role in this evolution.

If this excites you as much as it does us, we want to hear from you. We are now hiring experienced, skilled and passionate team members to help us prepare for production launch later in 2019 and expand to a full product line by end of 2021.

Role & Objective:

As the Sales Manager, you will create and implement effective sales strategies to drive and grow specifications for assigned product lines. This position is charged with leading the sales team toward achievement of corporate sales and profit objectives into assigned accounts. Additional emphasis will be placed on developing direct reports to enhance specific skill sets to prepare yourself and the company for growth.

Responsibilities:

- Lead growth and development of new business segments, products and services
- Coach, manage and lead a dynamic and effective sales management and field sales force that allows the corporation to access the targeted customers to meet and exceed the corporate sales/profit objectives for assigned products.
- Develop high level and working relationships with US and Canadian based Architectural, Engineering, Developer, Construction and structural sub-contractor firms and other key influencers engaged in projects that would be targets for the company's products.
- Develop annual budget for markets and product lines.
- Develop a marketing and sales plan that takes into account market analysis and organizational objectives.





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- Develop and account for job tracking process, bid strategy and post-bid activities to expand share and profitability for specified product lines.
- Provide feedback to the production group by making recommendations to ensure products meet and exceed customer expectations.
- Work closely with Field Sales to coordinate sales activities, client coverage and resources required for targeting firms and projects.
- Share best practices and expertise with counterparts related to technical knowledge, project delivery, and selling and negotiation skill techniques.
- Provide product training and regular cost benefit analysis.
- Provide updates to other managers and senior management on specification closing and projects under development.
- Maintain competitive knowledge to create and adjust sales strategies as necessary.

Qualifications:

- Bachelor's degree in Business, Marketing or related field.
- Registered Architect (RA), Engineer (RE) or Advanced degrees within the Building Technologies field highly desirable.
- 5 years in specification sales or sales related management with a track record of successful sales attainment and performance in roles of increased responsibility.
- 5 years of demonstrated people management with a track record of success
- Knowledge of local and national building codes and practices where Cross Laminated Timber provides a solution
- Excellent oral and written communication skills
- Strong time management and organizational skills
- Proficient in MS Office to include; Word, Excel, PowerPoint. Strong spreadsheet skills.
- Effective problem resolution skills.
- Strong sales and negotiation skills.
- Ability to navigate through business and market changes and adjust plans accordingly
- Technical competence in design and construction processes for both residential and commercial mid and high rise buildings at the corporate and field level.
- Ability to coordinate and support cross functional teams to satisfy project selling, tracking, specification and contract negotiations. Understanding of customer dynamics in the Architectural, Engineering, Contractor and Owner communities.
- Ability to give professional presentations at an advanced level (issue/need/trends oriented and technically specific)



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The Sales Manager is a salaried position and will be an integral part of our Kalesnikoff team. The expectation is that a certain degree of travel and extended work hours will be required in this role.

Contact information/how to apply:

To apply, please submit your resume and cover letter to hr@kalesnikoff.com by June 14, 2019.

About Kalesnikoff:

Since 1939 and over four generations, our team has been inspired by forests and the endless possibilities for designing and building with wood. We practice sustainable forest management and are dedicated to preserving the beautiful environment in which we live and work. As one of the cleanest and most well-managed, high-technology specialty mills in B.C., we are committed to supporting our customers, communities and environment while producing some of the finest grain and highest quality softwood lumber products in the world. As an independent, family owned and operated company, we think in terms of generations, not quarters and we recognize that people are our most valuable resource.

About Our Kootenay Home:

Are the mountains calling you? From beautiful parks and forests, pristine lakes, breathtaking valleys and stunning mountain ranges, the West Kootenay region is a highly desired and special place to call "home". With an abundance of recreation including ski areas, golf courses, hot springs, and endless hiking, biking and other outdoor activities, the Kootenays isn't just a region, it's a lifestyle. Our vibrant mountain towns are full of arts, culture, food, history and caring communities. What are you doing after work today?

