



Vigil (part of ASSA ABLOY Global Solutions Senior Care) is dedicated to improving seniors' quality of life through creative technology. We develop, manufacture and sell sophisticated electronic locking, resident monitoring and emergency call technologies throughout North America. Ours is a fast-paced environment where hard work, initiative, teamwork and flexibility are prized, and we are looking for a like minded individual to fill a key role in our Company. We have a collaborative, open door culture based on trust where new ideas are welcome.

If you have a strong work ethic and are looking to make a difference and feel appreciated, we would invite you to join our team.

Interested? Send your resume and cover letter to hr@vigil.com

Here are the specifics about the job:

Job Title: Regional Sales Manager, Canada

Location: Victoria
(eligible for hybrid)

Reporting To: VP Sales

Travel: 25 to 50%

Education/Training:

- BS degree in business or similar field, or minimum of 5 years' experience in sales
- Education and experience in sales, preferably business to business sales

Experience:

- Successful track record of business development in a regional, multi-state territory
- Experience selling technology within senior care preferred
- Experience with a home office environment and maintaining workload while traveling
- Self-driven, energetic, and ambitious
- Strong interpersonal and communication skills
- Proven track record of building successful client relationships
- Prior experience working with clients ranging from C-level to front line managers
- Must be able to travel between 25% - 50% of the time
- Must have a clean driving record
- Must have working knowledge of Microsoft Word, Excel, Power Point and Outlook
- Must have a successful history of managing and growing sales revenues
- Strong business and technical aptitude
- Must have a demonstrated track record of working under minimal direct supervision
- Must successfully pass 80% product certification tests

Skills/Competencies:

- Generalist marketing skills
- Effective communication and relationship-building abilities
- Excellent customer service skills and pleasant phone manner
- Attention to detail, organizational skills, and ability to provide accurate and timely information
- Analytical skills to assess situations and take appropriate action
- Self-motivated and able to work independently with minimal supervision
- Ability to work under pressure and meet deadlines
- Flexibility, adaptability, and strong technical/technology skills preferred
- Proficiency in Windows O/S and Microsoft Office, including Word and Excel
- Familiarity with ERP systems or similar is an asset

Responsibilities:

- Ideal candidate will have a background of meeting and exceeding quota in technical sales
- Responsible for prospecting, proposing, and closing sales to new and existing customers in the geographic territory assigned
- Provide reports, sales projections, and other documentation as requested
- Make effective sales calls to existing or prospective customers and grow territory sales; and maintain appropriate records in CRM system documenting customer interaction
- Technical aptitude (extensive training is given but must be able to learn new technology)
- Work well independently (in a tight timeline), self-motivated, and takes initiative
- Manage relationships, at a regional level, with purchasing company accounts, ownership and management companies, distributors etc.
- Evaluate existing and potential customers and concentrate major selling effort on those customers that represent the greatest opportunity for volume growth
- Create quarterly and annual action plans based on opportunities identified, actively support sales and technical training needs of existing customers,
- investigate customer complaints, and make recommendations to management
- Maintain proficiency on all sales and technical aspects of products
- Assume and perform other duties and responsibilities not specifically outlined herein, but which are logically and properly inherent to the Sales Department
- Perform other assigned duties