



Distribution Network Manager

Technimount System's Sales Department needs you to supervise the daily implementation of our business development plan, through our Distribution network, as well as our direct clients. You will assist the senior manager along with other specialists in planning and developing sales in the North American distribution network. As the job title indicates, you will coordinate your network's activities, including branding, sales, planning, product management, proposals, project follow-ups with your clients, promotions as well as sales contests. Your functions are comprised of many responsibilities, depending on the company's objectives in its three (3) markets.

Position type: Full-time, 40hrs/week

Salary: Salary and commissions

Start date: As soon as possible

Job location: Québec City (Ste-Foy) – Parc Colbert

Business trips: Traveling to the US and Canada (50% of the time)

Company description:

***Technimount System Inc.**, a young and dynamic company, sells, develops and markets deployment and mounting systems for medical equipment that can be adapted to different brands of defibrillators, ventilators, pumps and other medical devices used in hospitals, pre-hospital emergency services or military environments, in order to make medical equipment safe in transport.*

Our strength lies in our knowledge and understanding of our client's needs, finding solutions adapted to the medical field's requirements. We design our products based on our clients' ideas or products they already use and wish to modify.

*The **Technimount** team is comprised of experienced staff from the fields of engineering, machining, design, management, sales and manufacturing of various products, putting their vast expertise to use to satisfy the industry's and market's standards.*

Our products are distributed through a network of distributors and manufacturers' agents, serving Canada, the Americas, along with Europe.

Under the supervision of the senior manager, the Distribution Network Manager (DNM):

- Generates sales through their distribution network and related projects

- Supports sales management in all of the division's commercial activities
- Answers clients' questions (distributors) and provides support (1st level)
- Cooperates in the sales process and may solicit new clients in specific mandates
- Provides client or prospect sales projection information for the marketing manager
- Determines clients' and prospects' needs, and participates in the development and implementation of sales strategies
- Visits current clients and prospects in order to optimize quote requests and seize opportunities
- Ensures the consolidation of all required information, internally as well as externally, for the purpose of increasing the flow of quote requests
- Draws up and sends quotes and/or contracts to clients
- Ensures client/prospect satisfaction and identifies corrective measures
- If needed, participates in other departments' project follow-up meetings for concerned clients/prospects in order to maximize the business relationship
- Participates in the division's activities in relation to conventions, consumer and trade shows (Canada & US)
- Performs account follow-ups with involved parties
- Participates in the creation of new products (sales aspect)
- Prepares reps' monthly sales reports
- Communicates in both French and English with the various persons in charge at our distributors
- Formats and corrects different training and reference documents
- Any other related tasks

Position requirements:

- Bilingualism (French/**English**) is mandatory; Masters spoken and written
- University degree (or cégep) in marketing, administration or other relevant field
- Experience in B2B sales and distribution networks
- Experience in the field of ambulance services, hospitals and distribution networks (an asset)
- Be available for occasional traveling across Canada and the US
- Great autonomy, is well-organized, priority-driven, has aptitude for managing several accounts at the same time and working under pressure

General skills:

- Leadership
- Critical thinking
- Business-minded and marked interest for sales
- Expertise development
- Produces results
- Initiative

Send your CV to:

accounting@technimount.com or by fax: 1.855.339.6351

Only the selected candidates will be contacted.