



1331 Chevrier Blvd. Winnipeg, Mb. Canada. R3T 1Y4
Ph: (204)-453-6833 - Fax: (204) 453-3803 - Toll Free: 1-800-204-4150
Email: info@thectdgroup.com Web: www.thectdgroup.com

Job Posting: Sales Territory Manager

Company: Canadian Tool & Die Ltd

Location: 1331 Chevrier Blvd. Winnipeg, MB. R3T 1Y4

Work Location: In person

Employment Type: Full-Time

Shift: 8:00 am - 5:00 pm

Salary: Competitive, based on experience

About Us:

The CTD Group, founded in 1947, has grown into one of North America's most respected manufacturers of hubs, spindles, wheels, hitches, and welded hydraulic cylinders. We proudly serve world-class OEMs in the agricultural, construction, mining, and oil & gas industries globally.

Our adherence to strict quality standards has earned us a reputation for excellence, dependability, and innovation. Over the last two years, CTD has transformed its production facilities into lean manufacturing cells, acquired state-of-the-art equipment, and revamped business processes to align with lean manufacturing philosophies.

We are seeking a certified **Territory Sales Manager** to join our team and help us continue delivering top-tier solutions to our customers.

Position Overview: Sales Territory Manager:

We are seeking a motivated and results-driven Sales Territory Manager to join our team. The successful individual will be responsible for generating new business opportunities, maintaining relationships with existing clients, and achieving sales targets within an assigned territory. They will understand the dynamics of selling to OEM's in various industries including agriculture, construction and mining.

Key Responsibilities:

Territory Management:

- Develop and execute a strategic sales plan
- Identify high-potential areas and grow market share by building relationships in a business to business environment
- Monitor territory performance and adjust strategies to meet sales goals



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Customer Relationship Development:

- Build and maintain strong, long lasting client relationships in various areas of an organization
- Serve as a trusted advisor, providing product knowledge and solutions specific to the customer and their offering
- Strong communication skills to understand customer needs and collaborate with the internal team to provide solutions
- Ensure high levels of client satisfaction through consistent communication and support

Sales Strategy Execution:

- Implement company sales initiatives in alignment with local market conditions
- Conduct regular market research to understand evolving agricultural practices and competitor offerings
- Support marketing efforts through local event participation and product demonstrations.
- Stay current on product knowledge and industry trends

Performance Monitoring and Reporting:

- Track sales performance, prepare reports, and provide insights on customer needs and market developments
- Report progress to the Vice President of Sales, including forecasts and recommendations

Travel and Field Engagement:

- Travel regularly to meet with clients, attend trade shows, and conduct on-site sales visits
- Represent the company at regional events and community functions to maintain a visible industry presence

Qualifications:

- Bachelor's degree in Engineering, Business, or a related field (or equivalent experience)
- Strong communication, relationship-building, and problem-solving skills
- Self-motivated and able to work independently across a large geographic territory
- Valid driver's license and willingness to travel extensively within the province
- Willingness and ability to travel to the USA as needed

Preferred:

- Experience/knowledge in the agricultural or construction industry
- Ability to solve problems and present solutions to customers



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Benefits:

- Competitive salary based on experience and certification.
- Comprehensive benefits package, including:
 - Company pension
 - Dental care
 - Disability insurance
 - Extended health care
 - Life insurance
 - On-site parking
 - RRSP match
 - Tuition reimbursement
 - Vision care

Education:

- Bachelor's Degree (required)
- Bachelor's degree in Engineering, Business, or a related field

How to Apply:

Qualified applicants should email their resume and cover letter to faguiar@thectdgroup.com with "Sales Territory Manager" in the subject line.

Join the CTD Group and contribute to a company renowned for its precision, innovation, and commitment to quality.