

SALES AND MARKETING MANAGER POSITION

Are you a HUNTER looking for a great place to work? Are you as capable in digital marketing as you are in face-to-face presentations or on the phone? Are you looking for a place where you can use your enthusiasm and passion for sales and customer service in an entrepreneurial and uncharted way? A place where you can show off your solution sales abilities? Then we're offering the opportunity you've been looking for.

We have grown to the point where we need a superstar that can open up new markets (and build upon existing ones) to take us to the next level. A sales leader who is able to oversee the the quoting process, following up with customers, and working with our engineering team.

Why apply:

- Competitive base salary
- Commission
- Benefits
- Full industry and product training will be provided
- A marketing plan/program that supports you

ABOUT US

A dynamic company, StateCraft is committed to bringing captivating designs and concepts to life for our customers in interior design, architecture, and other industrial fields. We use state-of-the-art waterjet, CNC, and laser technologies to cut precise designs and intricate shapes into almost any material. Custom floor inlays, decorative metal panels, unique outdoor signage and graphics, and other industrial fabrications — if you can imagine it, we can create it. The successful candidate will be responsible for sales and marketing to our local, national, and international markets.

Our company was founded on a desire to provide an industry-best service to our clients. Our service continues to set us apart from the competition because, aside from being first-rate, it is also personalized.

This job is located at our Head Office in North Winnipeg

Job hours are Monday to Friday, daytime.

Check us out at www.state-craft.com and www.vividhousenumbers.com

ABOUT YOU

You are a dynamic field sales professional who has an entrepreneurial spirit and who thrives on selling. The position will involve targeted prospecting of businesses and industries in Western Canada and the Northern US. If you are looking to break out of the status quo by joining a company where you will have the freedom to put your stamp on the organization, this may be the place for you.

Qualifications:

- Minimum of 3 years of proven sales ability (solution selling)
- Background in digital marketing (social media in particular) is an asset
- Familiarity with CRM systems and other computer-related skills are an asset
- Outstanding English communication skills, ability to speak/present clearly and powerfully



- Direct communication style
- Entrepreneurial attitude
- Track record of overachieving quota
- Degree/diploma in business is preferred

How you will succeed in this role:

- Directive personality: Solves problems in decisive manner
- Positive and outgoing: Interacts in a socially engaging manner
- Sense of urgency with a high tolerance for ambiguity
- Diligently following up
- Competitive nature
- Drive for bottom line results

Next steps:

To apply, please send us your resume and cover letter. In your cover letter, please (briefly) outline the following 3 items (in 3 separate, numbered paragraphs):

- Relevant qualifications and work experience in Canada
- Your approach to sales
- Your desired remuneration (ball park)

**Resumes without cover letters may not be considered

We would like to thank all applicants in advance for their interest.

We encourage all qualified individuals to apply and believe strongly in diversity in the workplace.

SUBMISSIONS:

Attention: Human Resources
StateCraft Architectural Fabricators
p: 877-821-6182
e: info@state-craft.com

DEADLINE:

Open – held until position filled.