

**At Orkin Canada, our purpose is to help protect the world where we live, work and play.**

**Location:** Montreal, QC (Quebec/Atlantic Region)

Our Area Sales Managers are exceptional, experienced sales leaders, devoted to this purpose.

As an **Area Sales Manager** covering Quebec and the Atlantic region, you will lead and motivate multiple branch sales teams through excellent communication and interpersonal skills. Your focus will be on identifying creative sales opportunities to drive new sales revenue sources for the multiple branches you oversee. Collaboration and teamwork with the Region Staff and Branch Management team are critical to success.

We have a **GREAT** story to tell and we will provide you the opportunity to lead others and **GROW YOUR CAREER** and doing what experienced leaders do **BEST** - expanding their team's career growth.

### **The Opportunity:**

#### **What Does an Area Sales Manager Do?**

- Works closely with the Region Manager to ensure that company sales goals are achieved
- Manages sales activities and implements the organization's overall strategy for multiple branches within the assigned region
- Provides strategic focus and planning to develop and retain business
- Works in the field managing, coaching and providing support to increase sales
- Monitors performance of the sales teams and branches and re-allocates resources to improve overall results
- Meets and exceeds sales targets through continuous growth of new accounts
- Coaches branch managers and sales representatives on sales techniques, procedures and standards to help achieve sales targets
- Identifies deficiencies, implements performance improvement plans and oversees progress
- Works closely with the division leadership team to ensure sales growth and the success of the branches
- Participates in recruitment, selection and the training of the sales staff within the region
- Performs field evaluations
- Ensures implementation of company programs, initiatives and operational guidelines
- Participates in manager meetings and training programs

- Monitors regulatory compliance with state and federal agencies

### **We Offer:**

We hire the best and compensate our Area Sales Managers for achieving performance objectives

- Use of Company Vehicle, gas card, insurance, etc.
- Base + bonus - Your earnings are based on your output
- Health, Dental, Vision, Life Insurance and dependent life insurance.
- Stock Purchasing Plan
- Company phone
- Company Pension
- Dependent tuition reimbursement program
- Opportunities for advancement
- Award winning training
- Referral bonuses
  - And more!
- **Why Orkin?**
  - Founded in 1901, Orkin is a global residential and business service provider who provides the most accurate, comprehensive, and efficient pest management services for both residential and commercial customers
  - As the industry leader, we value PEOPLE, PROGRESS and PROFESSIONALISM
  - The Pest Management Industry is growing – and is a recession resistant line of business
  - Orkin is financially stable and growing as the largest subsidiary of [Rollins, Inc.](#), (NYSE: ROL), headquartered in Atlanta, GA

***Are you ready to take your CAREER to the next level?***

### **What do you need to qualify?**

To be considered for the Area Sales Manager role, we do have some requirements:

- High School Diploma or GED, Post-Secondary education in business preferred or combination of education and work experience.

- Demonstrated ability to make sales deals with executive level prospects.
- Able to build and maintain lasting relationships with corporate departments and key stakeholders.
- Experience selling multiple product/service lines.
- Strong communication, negotiation, presentation, and problem solving skills
- Strong consultative skills.
- Ability to write clear and concise value proposition statements.
- Ability to create and edit sales materials and presentations
- Superior communication (verbal and written), presentation, interpersonal, and time management skills
- Valid Driver's License / Clean Driver's Abstract
- Travel
- Will undergo a criminal background check and be subject to personality / cognitive ability testing and interviews
- Must be bilingual and fluent in both French and English

**How to apply:**

Please send your resume to Jean Simon Plante at [JPlante@orkincanada.com](mailto:JPlante@orkincanada.com)