

# **IVACO ROLLING MILLS LP**

A HEICO COMPANY

1040 COUNTY RD. 17, P.O. BOX 322 L'ORIGINAL, ONTARIO, CANADA K0B 1K0  
(613) 675-4671

## **Territory Sales Manager**

Ivaco Rolling Mills, a Heico Company located in L'Original Ontario is a world class Wire Rod and Steel Billet producer. With an annual capacity of approximately 900,000 tons of wire rod production, Ivaco Rolling Mills manufactures a wide variety of grades of which over 80% are destined for sophisticated Cold Heading, High carbon and Weld applications. Supported by both EAF (Electric Arc Furnace) and BOF (Basic Oxygen Furnace) sourced billets, Ivaco Rolling Mills is well positioned to satisfy the evolving needs of our customers. We are currently looking for a Territory Sales Manager for the Detroit Michigan area. Travel to the US Midwest will also be required.

The Territory Sales Manager will be responsible for the account management, delivering of sales initiatives and representing Ivaco Rolling Mills at assigned accounts within the defined territory. The Territory Sales Manager is required to develop and maintain strong customer relationships in the region by holding regular onsite meetings and customers visits. The Territory Sales Manager will look for and develop new opportunities to increase sales within the territory.

### **Other responsibilities will include;**

- Implements strategic sales plans, marketing plans and forecasts to achieve corporate objectives for products and services within area of responsibility.
- Responsible for generating quarterly and annual sales forecasts for the assigned territory.
- Acts as the primary liaison with customers and plant operation personnel in all areas related to products manufactured at Ivaco Rolling Mills.
- Maintains regular contact with all accounts, both active and prospective, within the territory.
- Ensures communication with the customer and manufacturing partners throughout the life cycle of an order.
- Negotiate and able to effectively handle high impact/critical situations with customer, external and internal.
- Provides accurate and timely feedback on customer visits, market intelligence and industry trends.
- Attend industry association meetings.
- Willing and able to travel as required.

### **Minimum job requirements to apply on this position are;**

Bachelor's degree in Marketing, Business or related field or equivalent experience. 10 years' experience in related field. Knowledge of the steel industry and processes. Leadership, excellent communication skills and proven sales experience. Ability to work in an unsupervised environment.

**Ivaco Rolling Mills  
PO Box 322  
L'Original, ON  
K0B 1K0  
Attention: Patrick Martel  
pmartel@ivacorm.com**