



Sales Manager

Pro Metal Industries has been in operation for over 35 years. Pro Metal is 100% owned by Pasqua First Nation. Pro Metal is a world class metal fabrication and machining facility located in Regina, SK. Pro Metal Industries is one of the only First Nations - wholly owned manufacturing enterprises in Canada, and one of only a few First Nations -100% owned Defense suppliers. Pro Metal offers, plasma, laser and waterjet cutting, CWB and AWS Welding, CNC machining, forming and Powder Coating. In addition to military and defense, we also service the agriculture, mining, construction and oil and gas industries. Pro Metal has a very dynamic and engaged team that works very well together to ensure the continued growth and success of each other and the company.

Pro Metal Industries is hiring for a **Full Time Sales Manager** to work in a world class metal fabrication and machining facility located in Regina, SK. Reporting to the President and in this brand-new role and critical to the needs to the company, the Sales Manager will be responsible for the generation and creation of new business opportunities while creating greater exposure for potential sales and increased revenues.

If you are a professional with a growth mindset who desires a progressive career with a bachelor's degree in marketing, Business, Construction Management or Engineering with 5 years experience developing new business for a metal fabrication company, then this job is for you!

Responsibilities:

- Enact strategy and sales initiatives to support company objectives.
- Generate, compile and evaluate research, for sales leads and prospective customers.
- Identify customer requirements.
- Work with the Estimating Department to ensure that bids and proposals are completed per customer requirements.
- Prepare, submit and follow-up and negotiate bid proposals.
- Monitor activities and pricing levels of competitors.
- Work collaboratively with general contractors, engineers, architects and project owners.
- Utilize strong sales skills to influence customer decisions regarding structural steel construction.
- Travel throughout territory calling on existing and prospective customers.
- Maintain active presence in the market through trade shows, associations, and industry events.
- Maintain strong relationships with existing customers and develop relationships with potential customers.



- Position requires involvement in industry association meetings, functions and gatherings for the purpose of business development and lead generation for the sales department.
- Manage and maintain relations with key accounts and key markets.
- Responsible for portraying a positive image within the metal fabrication industry and with local governments.
- Create design-build presentations, opportunities, corporate brochures, and designs.
- Manage a sales pipeline for new business opportunities and develop new business sales plans.
- Responsible for managing the Estimating Team
- Conduct market analysis, assess competitive activity and identify customer requirements.
- Monitors, analyzes, evaluates and reports at regular intervals to the President and General Manager about business activities, external opportunities and threats to the steel industry and related business segments, as well as divisional strengths and weaknesses.
- Evaluate opportunities in procurement databases such as MERX, Canadabuy, Sasktenders and other.

Qualifications:

- Bachelor's degree in marketing, Business, Construction Management, Engineering or a related field.
- Ongoing training in sales strategies and/or business development is preferred.
- Minimum of five years experience developing new business for metal fabrication or similar industries.
- Strong computer skills in MS Office Applications, ERP, CRM would be considered an asset.
- Strong financial, analytical and business acumen required.
- Excellent written and oral communication skills.
- Ability to build and maintain strong customer relations.
- Critical and innovative thinking that drives results.
- Strong selling and negotiation skills.
- Excellent planning and organizational skills with the ability to handle multiple priorities with time management proficiency.
- Canadian Citizenship or Permanent Resident with the ability to pass a security assessment and provide a satisfactory criminal record check due to Pro Metal's military Controlled Goods Registration.
- Ability to travel (approximately 25%)

We appreciate your interest, but please note that we will only be contacting successful applicants who are authorized to work in Canada. Please apply at careers@prometal.ca



Posted Date:

Location of position: Regina, SK