



SALES MANAGER - AIRPORT EQUIPMENT

VANCOUVER, BC

Commercial Emergency Equipment Co., Canada's largest supplier of emergency apparatus, is looking for a reliable, self-motivated individual with a professional attitude to fill a full-time position.

The ideal candidate should have a proven track record of employment, sales experience, a desire to work to a high standard, an understanding of customer service and satisfaction, and be self-motivated. Training and product familiarization will be provided to the successful candidate.

JOB OVERVIEW:

The Sales Manager - Airport Equipment is responsible for developing and growing Commercial's new Aircraft Rescue and Firefighting (ARFF) and Airport Snow Apparatus (Snow) business. The sales manager will create and pursue sales opportunities and build a sales team as the business grows. This is a senior management position, reporting directly to the General Manager and the executive team.

TYPICAL DUTIES INCLUDE BUT NOT LIMITED TO:

- Work directly with airport customers to determine their current fleet and future needs
- Create and maintain a customer database
- Develop short term and long term forecasts to meet customer equipment budgets
- Organize and lead industry trade shows
- Communicate market needs and trends to General Manager
- Provide customer service to existing customer base
- Monitor and evaluate activities of the competition
- Consistently manage multiple priorities while meeting deadlines
- Extensive travel within Canada and USA

PREFERRED QUALIFICATIONS:

- Experience in airside ground operations
- Experience in airport snow control
- Experience with firefighting apparatus
- Familiarity with Transport Canada and NFPA standards
- Sales experience in heavy equipment/commercial vehicles/heavy equipment parts
- Bachelor's degree

REQUIRED SKILLS AND EXPERIENCE TO APPLY:

- Ability to listen and understand customer needs and offer solutions
- 10+ years of experience managing customers and staff
- Experience managing multiple capital projects simultaneously
- Significant experience with Microsoft Office products
- Superb technical written and spoken English
- Reside in close proximity to a major Canadian international airport
- Flexibility for extensive travel
- Canadian passport and NEXUS
- Fit within a dynamic, aggressive, and energetic team with a focus on world domination

We offer the industry's top compensation packages for the very best, plus a comprehensive benefit package including health and dental coverage, as well as exceptional career growth potential.

comemerg.ca

24 Hour Emergency Service
1-877-443-2626

1-800-665-6126