

Founded in 1976, *Entreprise Robert Thibert Inc.* is one of the largest distributors of automobile, RV and trailer accessories in North America. Through our dynamic growth strategy, RT will become a major player in the industry. Our vision of the future: a unique client experience, supported by a team of passionate professionals, focused on innovation, the continuous improvement of our practices, the development of distinctive private brands and a multichannel communication platform for the benefit of all of our partners.

Are you a passionate professional who wants to evolve in a team environment that is energetic, collaborative and innovative? We are looking for talented, enthusiastic and responsible collaborators who are looking for a new adventure in a successful and reputable company.

GENERAL SALES MANAGER – WESTERN CANADA

As the General Sales Manager reporting to the Vice President Sales, your role consists in optimally carrying out the management of budgets, sales and operations, in close collaboration with the VP, Distribution and Logistics and his managers, ensure the respect of quality standards and promote the influence of the company with its various partners and clients.

The responsibilities and essential functions of the position are as follows:

- Develop and implement the business plan, annual action plans, corporate policies and procedures that contribute to the achievement of objectives
- Develop strategies and ensure the business development for the provinces of Alberta, British Columbia and Saskatchewan
- Develop and implement a strategic sales plan by identifying opportunities, risks and the necessary resources to maximize sales growth
- Adapt and evolve sales channels and other required strategies
- Successfully execute the sales plan and exceed the objectives
- Monitor the competition by gathering current information on prices, products, competitive strategies, etc.
- Develop strategies, sales plans and tactics, facilitating the acquisition of new clients
- Ensure effective management of financial resources; preparation and presentation of budgets, control of expenditures, production of financial statements, remuneration of staff, establishment of sales prices, maximization of revenues
- Analyse activity reports, sales reports, financial reports and provide your comments and suggestions to the relevant department managers
- Produce reports and accounts required for follow-ups and control
- Ensure coordination between the various departments
- Manage and support the sales team in the daily responsibilities
- Know the operational processes, work closely with the various supply chain managers and ensure the continuous improvement of processes
- Have competent, trained and mobilized personnel at all times
- Set clear objectives and quality standards

Requested skills and requirements:

- Ability to work in a dynamic environment
- Ability to make decisions, offer suggestions, solve problems, overcome challenges and prioritize
- Sense of planning and management
- Be proactive towards action and results
- Ability to communicate and engage teams
- Have a great sense of excellence in customer service
- Be creative, proactive, innovative
- Ability to communicate both orally and in writing in French and English
- Knowledge of the automobile industry... an asset

- Bachelor's degree in administration or a relevant discipline
- Minimum 10 years' experience in management
- Knowledge in analysing business plans and financial statements
- Business knowledge
- Client oriented
- Ability to mobilize employees
- Ability to manage performance
- Ability to develop the skills of your employees

- Action and results oriented
- Knowledge of issues and challenges related to the automotive field ...
- Solid experience in business development
- Visionary
- Operational capabilities
- Excellent communication skills
- Know how to lead and organize
- Leadership
- Master problem solving

We offer competitive salaries, a group insurance plan, a retirement savings plan and benefits.

Please forward your CV to
hr@rthibert.com