

Branch Manager Calgary, Alberta

Founded in Edmonton in 1990, Hi-Tech Seals is a leading Canadian seal distribution company, with a longstanding commitment to customer service. The company's technical sales staff works closely with customers to find the best solution for sealing needs. We provide a complete line of sealing products, along with molded rubber, cast urethane, gaskets, plastics, ceramics, and tungsten carbide parts as well as custom machining to meet our customer's needs. In over 25 years Hi-Tech Seals has grown to 6 locations across Canada and one location in Texas providing products that perform beyond the customer's expectations.

At Hi-Tech Seals our people are a key competitive advantage. With over 50 in-house training courses we are committed to supporting our employees in their professional development. In addition, Hi-Tech Seals encourages external training programs to achieve certifications, diplomas, and degrees.

In this position, we are looking for a talented Branch Manager/Technical Sales to assign and direct all work performed in the branch and to supervise all areas of operation in our 10-person facility. The successful candidate in this position will manage staff, foster a positive environment, and ensure customer satisfaction and proper branch operation.

Skills Required:

- Industrial distribution and/or upstream oil and gas experience is a must.
- Sales experience in Industrial distribution and/or upstream oil and gas experience is a must.
- Post-secondary education in Business, Engineering, or related discipline.
- Excellent communication skills.
- Strong leadership and motivational skills.
- Knowledge of Word and Excel programs.

Sales:

- Achieve sales forecasting goals in accordance with the Regional Manager.
- Oversee daily responsibilities for Outside Sales.
- Coordinate sales activities in accordance with the Regional Manager.
- Actively meet with clients in a designated sales territory.
- Pursue new markets and projects within various industries through lead generation.
- Relationship building with clientele.

Operations:

- Achieve operational targets in accordance with the Regional Manager.
- Oversee Inside Sales and Warehouse departments through the Office Supervisor.
- Engage employees daily.
- Ensure operational coverage is adequate to provide superior service to our client base through the Office Supervisor.

General:

- Participate in worksite hazard assessments, incident investigation, safety meetings, safety training and other aspects of our OHS and QC programs as required.
- Attend industry functions as required.
- Maintain excellent attendance and timelines.
- Build a cohesive, positive team environment.

Salary commensurate with experience

Join a company that excels in developing and empowering employees to reach their potential.





Interested applicants should submit their application to Human Resources, Hi-Tech Seals Inc., email: hr@hitechseals.com. Visit our website at www.hitechseals.com.

