



## Regional Sales Manager

### Who we are

Commissionaires has earned public recognition as a Market Leader, a repeat Consumer Choice Award recipient and the only security company in Canada to be named on Forbes list of Canada's Best Employers, two years running. We are the industry-leading provider of professional security services and gainfully employing 3,900 highly trained professionals.

### What you'll be doing

The Regional Sales Manager is responsible for revenue generating activities and management of a sustainable pipeline of work that reflects the current and anticipated business strategy and business plans. These activities include implementing sales strategies, building long-term client relationships, identifying diversification opportunities, leveraging vertical markets and business intelligence/analytics.

The incumbent leads multi-division and national business opportunities for our ID Services business line and uses their industry experience, creative approach and thorough knowledge of sales processes to provide innovative ideas for business growth.

### The ideal candidate profile

- Bachelor's degree in business admin, marketing or sales or an equivalent combination of education and experience will be considered
- Excellent business acumen
- Minimum of 5 years experience with contract negotiations at a senior level
- Sales or account management experience
- Experience in financial analysis and costing
- Experience in proposal writing and presentations
- Familiarity with the Security Services market
- Client relationship management
- Project Management and/or resource management skills
- Knowledge of Government contracting methodologies
- Strategy development and implementation
- Ability to self motivate and function with minimum supervision in a multi-faceted environment
- Strong leadership abilities
- Superior oral and written communication skills in English, linguistic ability in French is an asset
- Effective problem solving and sound judgement
- Customer service focus, communication, and influencing skills
- Ability to use tact, diplomacy, discretion and confidentiality
- Superior organizational and time management skills
- Superior consultation skills
- Superior presentation and group facilitation skills
- Ability to prepare budgets and work plans
- Research and analytical ability
- Above average computer skills for Microsoft Office
- Ability to obtain a Reliability Security Clearance

## **Why join Commissionaires Ottawa?**

Be part of an organization that has a long and proud tradition rooted in dedication, preparation and trust. Our commitment to our clients and employees makes Commissionaires Ottawa second-to-none. We are a private, self-supporting, not-for-profit organization that provides our clients with quality service at competitive rates.

We offer our employees:

- The ability to make a difference and be part of a strong team
- A comprehensive compensation and benefit package (Health, Dental, Vision & Life Insurance)
- An employer-matching retirement savings plan
- Flexible work/life balance
- Learning and Development opportunities
- The chance to belong to an organization with a reputation for integrity and a history of giving back to those who have served our country

## **Application Process**

If we're the right fit for you, we want to hear from you! Send us your resume and cover letter, **no later than 23 January, 2019** to [competition@commissionaires-ottawa.on.ca](mailto:competition@commissionaires-ottawa.on.ca), **quoting reference #19-012**.

We appreciate the interest of all applicants; however, only those considered for interview will be contacted

*We encourage qualified women, aboriginal persons, members of visible minorities and persons with disabilities to apply.*

*In accordance with the Ontario Human Rights Code, Accessibility for Ontarians with Disabilities Act and Commissionaires' Policies on Accommodation, a request for accommodation will be accepted as part of Commissionaires' hiring process.*