

Welcome to Dynamic Tire! Canada's ONLY Strategic Sourcing Partner in the tire wholesaling industry. With over 30 years of experience in tires and multi-national import operations, expert engineering capabilities, cutting-edge web-based ordering systems, and over 400,000 square feet of Canadian warehouse capacity, it is evident why Dynamic Tire is the choice of Canadian tire retailers and wholesalers.

DYNAMIC PEOPLE MAKE A DYNAMIC BUSINESS

At Dynamic Tire, we strongly believe that our company culture is at the core of our success. We understand that a positive, inclusive, and collaborative workplace culture is essential for attracting top talent, encouraging innovation, and ultimately driving business growth. We strive to create an environment where our employees feel valued, supported, and empowered to reach their full potential. If you share our values and are passionate about working in a dynamic and exciting company culture, we encourage you to apply and become a part of our team.

Position: Regional Sales Manager, Central & Western Canada

Reporting to – President

Summary/Objective

The Regional Sales Manager will be responsible for overseeing and developing the sales strategy for Central & Western Canada, in the Aftermarket business unit. This includes managing a team of Strategic Account Managers, cultivating key account relationships, and ensuring the achievement of regional sales targets.

Essential Functions

- Develop and implement strategic sales plans aligned with the overall business objectives.
- Identify growth opportunities within the aftermarket segment and formulate effective strategies to capitalize.
- Lead, mentor, and motivate a sales team, providing guidance and support to achieve individual and team targets.
- Personally manage and nurture relationships with key accounts in the region.
- Prepare and deliver sales proposals/presentations to customer base as well as end users with customers.
- Assist customers in the development of forecasts and demand planning requirements for manufacturing and supply chain purposes.
- Work with Segment Managers to develop detailed and accurate sales forecasting (annual and monthly) for the region and review the forecast and tire purchasing activity on a monthly basis.
- Propose customer solutions across different applications with the use of product range available.
- Represent Dynamic Tire at Trade Shows, Dealer Shows, and Trade Association meetings, driving awareness of brand and product availability.
- Work in collaboration with Regional Managers, Segment Managers, Supply Chain and Customer Service.
- Identify key market trends, competitive programs, and industry insights.
- Embrace and drive change.

Travel

- Frequent travel is required (National).
- Occasional International Travel.

Preferred Skills

- Strong communication skills, both written and verbal.
- Excellent interpersonal skills and ability to build and maintain relationships with clients.
- Ability to understand and analyze complex data and industry trends.
- Strategic thinking and problem-solving abilities.
- Negotiation skills to develop mutually beneficial agreements.
- Effective time management and organizational skills.
- Ability to collaborate with cross-functional teams, including sales, marketing, and customer service.
- Adaptability and flexibility to work in a fast-paced and constantly changing environment, whether that be independently or as a team.
- A customer-centric mindset focused on delivering high levels of customer satisfaction, while maintaining corporate objectives.
- Results-oriented with a focus on achieving sales targets and KPIs.

Preferred Qualifications

- Post-Secondary Education in Business Administration, Marketing, or related field.
- 8+ years of experience in account management, sales, or business development.
- Experience within the tire industry, familiarity with market trends.
- Knowledge of sales processes, including pipeline management, forecasting, and reporting
- Proven track record of exceeding sales targets and driving revenue growth.
- Demonstrated ability to manage and prioritize multiple projects and clients simultaneously.
- Proficient in Microsoft Office and CRM systems.
- Valid driver's license and access to a vehicle.