



## **Industrial / Project Sales Manager**

**CIMCO** is looking for a sales leader for the industrial market to be responsible for selling capital equipment (i.e. refrigeration systems) and product support services. The territory covers the Mid West (SK, MB, ON), with clients ranging from large corporations to smaller, privately-held organizations. You will be selling to multiple levels within the customer base—from plant engineering managers to CEO/Owners. In this role, a typical sales cycle can range from 3 months to 2 years, and transactions ranging from \$10 - \$10M.

This is a direct sales role responsible for meeting or exceeding revenue, price and product mix targets. You will need an in-depth understanding of refrigerating systems and related technology and be able to build strong relationships at all levels within your customers' organizations.

**Location:** Winnipeg  
**Travel:** typically 50 - 75%

### **Responsibilities:**

- Prospecting, identifying, selling and closing business with new customers, along with maintaining and growing the firm's presence within existing customers.
- Presenting proposals to customers, leading value-selling discussions and negotiating pricing.
- Keeping your sales organization and senior leadership updated regarding your business strategy and progress, issues and developments associated with your sales growth plan.
- Developing and communicating a long-term written strategy for your territory that aligns with corporate mandates.
- Maintaining an awareness of competitors' offerings and activities in your region.
- Identifying and communicating future growth opportunities (emerging markets).

### **Qualifications/Assets preferred:**

- 5+ years of sales experience—specifically in the area of selling “big ticket” industrial refrigeration systems and related technology.
- A successful and proven track record in closing large, capital equipment transactions over a long sales cycle; and, a verifiable history of meeting or exceeding your sales quotas.
- An in-depth understanding of refrigeration technology, system design, installation and support.
- Willingness to travel regularly within our operating territory as needed Anticipate traveling 50-75% in this role.
- Good communication, organizational, presentation and writing skills.
- Excellent negotiating, relationship-building, communication and presentation skills.
- An undergraduate degree or equivalent work experience.

### **Company Profile**

CIMCO specializes in the engineering, design, manufacture, installation and service of complex thermal building solutions for industrial, process cooling and recreational refrigeration and mechanical systems. For more than 100 years, CIMCO's leadership and unparalleled research, development and manufacturing programs has put us at the forefront of industry advancements and technological breakthroughs. Our professional engineers, technicians and designers apply innovative state-of-the-art equipment and refrigerants to develop systems that meet even the most complex thermal challenges.

We offer excellent compensation and benefits, including Pension Plan, Share Purchase Plan, Medical, Dental, Fitness Benefits, Flexible Hours, Career Development Opportunities, Mentoring and Continuing Education.

If you or someone you know is interested in this opportunity, please forward your resume via email to [CimcoHR@Toromont.com](mailto:CimcoHR@Toromont.com). We thank all applicants for their interest, however, only those selected for an interview will be contacted.

***CIMCO Refrigeration is an equal opportunity employer who recognizes and values diversity. Upon request, CIMCO Refrigeration will accommodate any applicant with disabilities throughout the recruiting processes, including any required applications, interviews and/or assessments.***