

BigRig Group has a unique business portfolio that fulfills all trucking needs under one roof, making it one of its own kind in the industry. BigRig Group is an end-to-end transportation solution provider in Western Canada. We have designed distinctive business models to cater to every type of trucking requirement. Big Rig Group consists of three core businesses - Big Rig Trailers and leasing - a licensed distributor for trailers. BigRig Tires & Services is the fastest growing distributor of commercial, industrial, and agricultural tires. BigRig Partz is the OE & OEM aftermarket parts supplier for commercial vehicles. The comprehensive inventory covers all makes & models from 100+ brands to cater to every demand of commercial vehicle.

Currently we are hiring Tire Sales Manager to join our dynamic team at Brampton location.

Job Responsibilities

- Identify and secure new clients and new opportunities to build the sales base within the territory
- Manage an established account base to meet sales targets
- Effectively build client relationships with new and existing clients
- Generate product and service awareness within the client base to establish client value
- Keep aware of market developments and identify new client opportunities
- Develop professional and effective client proposals
- Expedite the resolution of client concerns
- Provide guidance to key team members, client needs, concerns & interests, competitive activities, and demand for new products and services
- Keep aware of product applications, market conditions and trends
- Participate in industry and client trade shows and conventions
- Maintain up to date client records
- Managing a team of Front Counter, Tire Technicians, Journeyperson's, Apprentices, and other Team Members
- Managing profit and loss statements.
- Budget and inventory management.
- Operate with confidence and sound judgment under pressure; can prioritize effectively.
- Recruiting, retaining, and developing team members.
- Prioritizing and always putting customers first
- Lead your team by example, wear the required PPE and follow all safe work protocols.
- Generate product and service awareness within the client base to establish client value
- Establish a consistent client call schedule and maintain a regular in-person call frequency

Qualifications

- Strong background in Tire sales with experience in successfully managing multiple client accounts in a large geographical territory
- 4-5 years of Heavy Duty Tire Industry experience; Commercial Tire experience an asset
- Ability to determine solutions for clients through a consultative sales approach
- Results-oriented and able to work both independently and within a team environment
- Strong desire to exceed goals and excel
- Proficiency in using Microsoft Office Suite applications and should have ability to learn new softwares
- Valid driver's license and a clean drivers abstract