

Are you ready to be a part of something bigger? As one of Canada's Best Managed Companies, Mega Group values the talents and abilities of our employees and seeks to foster an open, cooperative, and flexible environment in which employees can thrive. Being a proudly Canadian company means we're always looking for smart, enthusiastic, and passionate team members who reflect the communities we serve. Join our team today and take pride in helping our neighbours turn their businesses into success.

Make an impact with our Retail Sales & Service team as a **Member Relations Manager, Western Canada** in a **Home** office.

What you will do:

- Develop and achieve set targets of your regional annual sales plan based on the open landscape, and the company's annual goals.
- Convert existing Members to BrandSource Business Group through lead generation.
- Foster and maintain strong relationships with prospective and existing Members.
- Understand Members' business needs and objectives to effectively pitch services as solutions to enhance their digital presence, drive sales, and streamline their and business operations.
- Complete and maintain member segmentation, defining members by volume, market, member engagement, member potential, etc.
- Assist in delivering persuasive and comprehensive presentations on digital marketing, websites, POS system, and other services.
- Collaborate with internal and external cross-functional teams to facilitate the member's needs through the project development until implementation
- Maintain accurate records of leads, interactions, and sales progress using our CRM tool.
- Lead negotiations and facilitate the closing of deals to convert leads.
- Maintain and execute an effective and efficient member call cycle.
- Participate in hosting two regional meetings per year

What you offer:

- Bachelor's degree in a related field is preferred
- Minimum five (5) years of experience in a sales position
- Strong communication, negotiation, and presentation skills.
- Demonstrated experience and understanding of retail operations (preferably home goods) in Canada
- Understanding digital marketing is considered an asset.
- Proficient in Microsoft Office 365
- Experience using a CRM system is considered an asset
- Functional knowledge of basic accounting principles.
- Able to travel within Canada and the U.S. as required.
- Bilingualism (French & English) is considered an asset.

What we offer:

- Health and Dental coverage
- Health Care Spending Account
- Lifestyle Account
- Gainshare
- RRSP Plan

- Employee Assistance Program
- Social and charity committees
- Hybrid work possibilities
- Healthy work-life balance
- Positive company culture
- Training and development opportunities
- The personal fulfillment of supporting local businesses

Who we are:

Making independent retailers stronger is not just a tagline, it is our entire reason for being. For 60 years, Mega Group has provided a competitive edge to like-minded Canadian independent home goods retailers by providing programs and services that save them time and money. Entirely member-owned, Mega Group provides the combined expertise and scale in the areas of Retail financial support, Digital business, and Business Fundamentals that our members cannot easily access or afford on their own.

Want to learn more? Check out our [website](#) and follow us on [Facebook](#).

Our goal is to support local businesses. We believe the best way to do that is by building a team with various backgrounds, cultures, and perspectives to help make our vision a reality. Diversity and inclusion fuel our innovative solutions and unite us with our members and the communities we serve. We have a nationwide, multicultural, and diverse member base - we want to reflect that inside our walls.