

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 Sales team as a **Regional Sales Manager, Western Canada** in a **Home** office. This role will oversee the sales territory of Alberta, Saskatchewan and Manitoba.

What you will do:

- Executes annual territory sales plan to exceed annual sales goals.
- Collaborates with team members to achieve team goals set out in the annual plan.
- Maintains accurate and up-to-date records of sales activities in the CRM system.
- Maintains territory member segmentation, defining retailers in territory by volume, market, member engagement, member potential, etc.
- Identifies member needs and emerging opportunities to support the development and enhancement of program offerings.
- Drives adoption of Mega Group's marketing and merchandising programs to increase member sales and profitability.
- Monitors and reports on competitive activity and market trends, assessing potential impacts to the business.
- Manages the territory within the assigned budget, prioritizing revenue and program targets.
- Acts as a key liaison between members and internal departments, ensuring effective communication and alignment.

What you offer:

- Post-secondary education in a related field.
- Minimum 5 years' experience in a sales role.
- Demonstrated sales representative experience in key product categories of appliances, furniture, mattress or marketing.
- Experience in digital marketing is considered an asset.
- Experience using a CRM system is considered an asset.
- Effective verbal and written communicator.
- Demonstrated ability to build and maintain strong relationships.
- Ability to work effectively within a remote team environment.
- Proficient knowledge of basic accounting principles, financial statements, marketing and merchandising.
- Must hold a valid driver's license and a reliable vehicle.
- Ability to travel one (1) to two (2) weeks per month or as required.
- Bilingualism (French/English) is considered an asset as this role will mainly be serving English clients.



What we offer:

- Health and Dental coverage
- Health Care Spending Account
- Lifestyle Account
- Gainshare
- RRSP Plan
- Employee Assistance Program
- Social and charity committees
- 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.