



1331 Chevrier Blvd. Winnipeg, Mb. Canada. R3T 1Y4
Ph: (204)-453-6833 - Fax: (204) 453-3803 - Toll Free: 1-800-204-4150
Email: info@thectdgroup.com Web: www.thectdgroup.com

Job post summary

Date posted: August 25, 2025

The Company

Established in 1947 and located in Winnipeg MB, Canadian Tool & Die is a leading North American manufacturer and supplier of Hydraulic Welded Cylinders, Hubs, Spindles, Wheels, Tire Assemblies, Implement Hitches, Safety Chains, Custom Grey & Ductile Iron castings supported by full Custom Machining services. The company has a reputation for maintaining high quality standards in the products it produces and providing outstanding customer service. With its diverse range of products and services, the company prides itself on being a value based solutions provider to its customers in the Agricultural, Construction, Industrial, Mining and Oil & Gas markets that it serves. The CTD Group is poised for growth with its' current customers and the markets it serves, and therefore invites qualified applicants to submit their resumes for:

The Position: Sales Territory Manager

Location: 1331 Chevrier Blvd. Winnipeg, Manitoba.

Work Location: In person

Department: Sales

Reports To: V.P. Sales

Position Overview:

We are seeking a motivated and results-driven Sales Territory Manager to join our team. The successful individual will be responsible for generating new business opportunities, maintaining relationships with existing clients, and achieving sales targets within an assigned territory. They will understand the dynamics of selling to OEM's in various industries including agriculture, construction and mining.

Key Responsibilities:

Territory Management

- Develop and execute a strategic sales plan
- Identify high-potential areas and grow market share by building relationships in a business to business environment
- Monitor territory performance and adjust strategies to meet sales goals

Customer Relationship Development

- Build and maintain strong, long lasting client relationships in various areas of an organization
- Serve as a trusted advisor, providing product knowledge and solutions specific to the customer and their offering
- Strong communication skills to understand customer needs and collaborate with the internal team to provide solutions
- Ensure high levels of client satisfaction through consistent communication and support

Sales Strategy Execution

- Implement company sales initiatives in alignment with local market conditions
- Conduct regular market research to understand evolving agricultural practices and competitor offerings
- Support marketing efforts through local event participation and product demonstrations.
- Stay current on product knowledge and industry trends



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Performance Monitoring and Reporting

- Track sales performance, prepare reports, and provide insights on customer needs and market developments
- Report progress to the Vice President of Sales, including forecasts and recommendations

Travel and Field Engagement

- Travel regularly to meet with clients, attend trade shows, and conduct on-site sales visits
- Represent the company at regional events and community functions to maintain a visible industry presence

Qualifications

- Bachelor's degree in Engineering, Business, or a related field (or equivalent experience)
- Strong communication, relationship-building, and problem-solving skills
- Self-motivated and able to work independently across a large geographic territory
- Valid driver's license and willingness to travel extensively within the province
- Willingness and ability to travel to the USA as needed

Preferred

- Experience/knowledge in the agricultural or construction industry
- Ability to solve problems and present solutions to customers

Compensation and Benefits

- Competitive base salary plus performance-based commissions.
- Full benefits package, including health, dental, vision, life insurance & RRSP matching
- Ongoing training and opportunities for career development

Job Types: Full-time, Permanent

Benefits:

- Company pension
- Dental care
- Disability insurance
- Extended health care
- Life insurance
- Mileage reimbursement
- On-site parking
- Paid time off
- RRSP match
- Tuition reimbursement
- Vision care

Education:

- Bachelor's Degree (required)
- Bachelor's degree in Engineering, Business, or a related field