

Position: Area Sales Manager – Channel Partners - Ottawa and Quebec regions

Are you seeking a challenging and rewarding career in the technology sector? KYOCERA Document Solutions Canada, Ltd. is seeking a talented and driven sales professional to join our team. KYOCERA Document Solutions Canada, Ltd. is a leading provider of Total Document Solutions, including award-winning printers, multifunctional products, business applications, and Managed Document Services.

Overview:

The Area Sales Manager – Channel Partners will be responsible for increasing Kyocera market share and strengthening channel partner business in the Ottawa and Quebec regions.

Responsibilities:

- Develop, maintain and grow business relationships with existing authorized channel partners.
- Identify and recruit new channel partners.
- Provide support to channel partners related to pricing, sales promotions and financing.
- Deliver sales presentations and product demonstrations for the range of Kyocera products, business applications and document management solutions.
- Sales training and mentoring of channel partners and their sales teams.
- Analyze sales territory and develop sales strategies to optimize growth.
- Business consulting.
- Resolution of channel partner issues and concerns.
- Visit channel partners within the sales territory and attend local show or meetings as required.

Qualifications:

- Minimum 5 years of experience in the office equipment industry with advanced knowledge of sales technique.
- University education.
- Proficiency with computers and Microsoft Office suite (Excel, PowerPoint) and email (Lotus Notes).
- Excellent presentation and communication skills.
- Motivated individual with proven ability to meet and exceed quarterly and annual goals.

Job Start Date: Start Immediately.

Compensation:

Kyocera offers a competitive compensation package with generous benefits and an opportunity for an annual company bonus. Candidates must be authorized to work in Canada.

How to Apply:

Please email your resume and cover letter to KDCACareers@dca.kyocera.com.

We thank all candidates for their interest. However, please note that only those most qualified will be contacted.