

**Position: Area Sales Manager – Southwestern and Northern Ontario, Saskatchewan and Manitoba area**

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 will be responsible for increasing Kyocera market share and strengthening dealer business in Southwestern and Northern Ontario, Saskatchewan and Manitoba markets.

**Responsibilities:**

- Develop, maintain and grow business relationships with existing authorized dealers.
- Identify and recruit new dealers.
- Provide support to dealers 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 dealer partners and their sales teams.
- Analyze sales territory and develop sales strategies to optimize growth.
- Business consulting.
- Resolution of dealer issues and concerns.
- Visit dealers 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](mailto:KDCACareers@dca.kyocera.com).

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