



Sales Manager

Location: *Clinton, Ontario*

About Us:

When the sky is the limit, Greenway's positive momentum and entrepreneurial spirit will always take the next step higher.

It's time to join Greenway-the Ag Revolutionists, where stardom is possible!

Align yourself with this company and your next step will be one of professional and personal growth.

We encourage you to keep your head in the stars and your heart in your work.

Our company's culture believes that big contributions, lead to big things.

This road ahead is for the skilled, solution minded, relationship builders, enrichment seekers, big thinkers and idealists. **Are you ready for this journey?**

A career at Greenway means you are ready to push out of your comfort zone, to reach your full potential as the company grows and evolves.

Job Description:

We are in search of an exceptional High-Level Sales Manager to oversee and drive our sales team to new heights. As a key leader within our organization, you will be instrumental in developing and executing strategic sales initiatives, expanding our market presence, and fostering a high-performance sales culture.

Key Responsibilities:

- Develop and implement strategic sales plans to achieve company targets and revenue goals.
- Lead, mentor, and motivate a team of high-performing sales professionals.
- Identify and pursue new business opportunities, markets, and partnerships.
- Analyze sales data and market trends to make informed decisions and recommendations.
- Build and maintain strong relationships with key clients and stakeholders.
- Collaborate with cross-functional teams to ensure seamless customer experiences.
- Provide regular reporting and updates to senior management.
- Continuously assess and improve sales processes and strategies.
- Stay up-to-date with industry trends and competitors.

Qualifications:

- Proven track record of success in high-level sales management, with 10 years of experience.
- Demonstrated ability to drive revenue growth and exceed sales targets.
- Strong leadership skills with the ability to inspire and develop sales teams.
- Exceptional communication, negotiation, and presentation abilities.
- Strategic thinker with the ability to identify and seize opportunities.
- Analytical mindset with proficiency in data-driven decision-making.
- Experience working with CRM systems and sales analytics tools.
- Strong business acumen and understanding of market dynamics.
- Willingness to travel as needed.

What We Offer:

- Competitive salary and performance-based bonuses.
- Comprehensive benefits package, including health, dental, and vision care
- Opportunities for career advancement and professional development.
- A collaborative and innovative work environment.
- Access to cutting-edge sales technology and resources.
- Ongoing training and skill enhancement opportunities.
- The chance to be a part of a forward-thinking and growing organization.

Application Process:

Interested candidates are invited to submit their resume and a cover letter outlining their relevant experience and suitability for the role. Please send your application to andrea.adam@gwayinc.com with the subject line "Sales Manager"

Join our team and play a crucial role in shaping the future of agricultural commodities trading while advancing your career in a dynamic and rewarding industry!

Greenway is an equal opportunity employer. We encourage applications from candidates of all backgrounds and experiences. Only shortlisted candidates will be contacted for an interview.