



## Sales Manager – Pacific Region

### The Company

The Jim Pattison Group is the third largest privately held company in Canada. The company has over 33,000 employees worldwide and operates in a diverse range of industries.

As a division of The Jim Pattison Group, Jim Pattison Lease provides Vehicle Fleet Leasing, Vehicle Remarketing through wholesale and retail channels, and Fleet Management solutions for commercial enterprises. The company has branches across the country and specializes in customized fleet management solutions and high quality service. We proudly celebrate our 50<sup>th</sup> year in business in 2011.

### The Opportunity

The Sales Manager will report to the President of Jim Pattison Lease and will be a key contributor and leader of the Pacific Region sales team in Burnaby, Victoria and the BC interior and provide operational support to other department managers in the Company. The role is based in our Burnaby office.

### Scope of Work

The Company's vision is to become the "Best in Class" independent vehicle leasing company in our target markets. Key ingredients to achieve this goal are strong team leadership in each of our operating departments and providing value added personal service to all of our customers.

The Sales Manager has BC regional responsibility for leading outside sales and leasing activities for the Company to generate new account business with increased sales volume at targeted profitability.

**The Sales Manager's key responsibility will be the continued development and strengthening of the Region's direct sales personnel; specifically recruiting, training & leading the individual Account Executives and the account management teams, and CSR's. This position will work closely with the President, to seek out and close new lease and fleet management accounts that have a lease potential of >10 units in the Pacific Region.**

Specific responsibilities include learning/developing & executing sales procedures to gain new accounts for JPL and provide strong, effective sales management support for your sales team. It is expected that you will lead regularly scheduled weekly sales updates to ensure we reach sales targets and customer retention and satisfaction. You will be expected to review & "sign-off" for all Pacific Region leases/terminations to expedite both you and your team's learning and to ensure compliance with Company Policies.

**Specific Qualifications**

- Business-to-business direct sales experience
- Proven track record in sales/sales management
- Automotive or fleet management background preferred
- University undergraduate degree
- Strong work ethic

**How To Apply**

If you have what it takes, please forward your resume and cover letter to [greatcareer@jplease.com](mailto:greatcareer@jplease.com) by October 8, 2011.

We thank everyone for their interest, however only those qualified and considered for an interview will be contacted.