



Rebuilt. In Stock. Ready to Ship.

12865 Katonien St.  
Maple Ridge, BC  
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PH 604.882.0077

[WWW.BRIKERS.COM](http://WWW.BRIKERS.COM)

## POSITION: TERRITORY SALES MANAGER

### ABOUT BRIKERS

Over the past 23 years, Brikers has grown to become one of the largest remanufacturers of heavy construction replacement components for Deere, Hitachi, CAT (and other key brands) in North America. With over 11,000 components in stock, our mission is to have the 14 major components for all excavators that are 3 years or older, in stock and ready to ship. From hydraulic pumps, cylinders, and control valves, to swing motors, propel motors, final drives, and rebuilt and re-certified cabs, our wide selection of in-stock OEM surplus, rebuilt, and aftermarket components ensures that we can provide a wide range of customers, with effective replacement component solutions.

With 1-year warranties on most components, and pricing that is 40 – 80% off OEM list price, we have been growing at a rapid pace across Canada and the United States. To lead this expansion, we are looking for experienced, sales reps that have existing contacts that they can convert into accounts at Brikers. We want to be the primary replacement component option for retail and wholesale customers, and have the inventory, the quality control, and the volume discount pricing to support even the largest fleets. We are looking for skilled sales reps that know the equipment population in a territory, can match our parts to customer machines, and develop the distribution of those parts to key accounts.

Fully remote with unlimited flexibility, our products and pricing should create immediate opportunities for client accounts that are tired with OEM dealer pricing, or service. If this could work for you, we invite you to apply.

### POSITION SUMMARY

This position's primary responsibility is completing all-inclusive outside sales representative activities to lead BRIKERS sales operation in an active sales region within North America. The Territory Sales Manager must have the flexibility to work remotely to identify, nurture, and close sales opportunities while being fully supported by a new warehouse (situated in your region) of ready-to-ship, high-quality rebuilt parts inventory (Deere/Hitachi, CAT, Komatsu, and Volvo excavator parts). The Territory Sales Manager must use their existing close relationships with regional dealerships and end-users in their local region to close new sales opportunities from day one and will be rewarded with a highly competitive compensation and incentive package to grow Brikers into a leader in their region.

This position is full-time.

### RESPONSIBILITIES:

- Market and sell rebuilt excavator parts to RETAIL and WHOLESALE end-users in your region
- Develop a customer engagement strategy that involves travelling to customer sites, delivering presentations, and maintain a minimum number of “customer engagements” per week - weekly/monthly business development initiatives (lunches, local association memberships) - performing customer site visits
- Input new customers and contacts info into CRM immediately after each visit, before moving onto next customer
- Acting as the primary point of contact for freight, deliveries & core returns
- Identifying regional purchase opportunities including salvage machines, surplus components (new & used), cores, etc. to help increase Brikers’ reman exchange inventory
- Providing feedback to Brikers regarding equipment populations and demand trends
- Identifying competition in the area, initial competitive analysis report, and then competitive analysis presentation every fiscal quarter
- Creating a regional dealership map identifying parts sourcing opportunities, dismantle, scrap companies in the area, heavy duty mechanics
- Present bi-weekly performance reports and layout weekly schedule for head office review





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- Issue quotes, prepare invoices, and work with our regional warehousing and logistics partners to ensure timely delivery of parts, and recovery of cores from our warehouse
- Navigate parts books to verify part numbers, cross-referencing catalogues, and ensure clients are getting the parts (or compatible parts) that they need

#### QUALIFICATIONS:

- A minimum of 5 years outside sales experience with Hitachi/Deer, or, CAT excavators and/or excavator parts
- An existing and current book of business contacts in your local region (50+ accounts), specifically retail accounts (end-users for Deere/CAT/Hitachi excavators) - while not a requirement for this position, experience with parts sourcing (parts person) with Hitachi/Deere/CAT/Komatsu and Volvo models is an advantage
- The ability to demonstrate a detailed understanding of equipment population makes and models in your local region, and the ability to quickly define what parts/machines are in the greatest demand
- Experience preparing and presenting sales reports and forecasting evaluations to an Executive team
- The ability to work remotely (off-site) using a CRM to identify, engage, develop, and close customers for Brikers' rebuilt excavator parts
- Detailed understanding of compatibility of parts based on serial number/model number (ability to navigate parts books to find what customer needs based on make/model/serial number)
- Demonstrated ability to work remotely, take ownership and accountability of tasks, timelines, and sales targets, and efficiently communicate with teams using CRM and virtual meeting technology

*BRIKERS provides competitive compensation packages as well as an excellent opportunity to grow in a dynamic environment. We thank all applicants for their interest; however only those selected for further consideration will be contacted.*

