

## Territory Development Manager (based in the United States)

We're passionate about play. We believe that bringing play to communities makes the planet more livable and socially just. With thousands of installations across the world, we're excited to be a part of the movement toward a healthier, happier, global community by offering innovative aquatic play solutions designed for developing minds, thrill seekers, budding explorers, and the young at heart.

Our work culture is important to us and we believe that with a team of people who CARE we can achieve amazing things. From tacking a weld to putting the final touches on a piece of ad copy, we believe that every task we undertake is important and deserves our utmost COMMITMENT, an ATTITUDE that anything is possible, mutual RESPECT, and a level of EQUALITY that invites collaboration.

We're always looking for exceptional people to join the Waterplay Group of Companies. If you like working in a fast-paced, dynamic environment, have a passion for play, and truly CARE, then we'd love to hear from you.

### Position Overview:

The Territory Development Manager (TDM) is responsible for managing their designated regional territory and the dealers who represent Waterplay within this territory along with recruiting and vetting potential new dealers. Focus is on achieving annual sales targets and assisting dealers in achieving their annual training, business development and sales objectives. As this position will be 100% focused on sales activities occurring within the United States of America (USA), the successful candidate must reside in the USA.

### Key Responsibilities:

#### Administration

- Manage the Customer Relationship Management (CRM) system data for the assigned territory(s) including:
  - Leads
  - Accounts
  - Contacts
  - Opportunities
  - Quotes
- Review RFP's and lead the development of the response including:
  - Determining Waterplay's response strategy and probability of success
  - Matching competitive specifications to Waterplay's product
  - Creating proposal packages and bid submittals

# waterplay group of companies

## Dealer Management & Direct Territory Development

- Act as the regional Waterplay representative for all dealers and contacts in the territory
- Establish individual dealer and overall territory annual sales objectives and forecasts
- Conduct monthly sales funnel and business development activity reviews
- Deliver ongoing training
- Recruit and vet potential new dealers
- Work with dealers to generate designs and solutions that are functional and meet the customer's budgetary/design objectives for the project
- Travel within the assigned territory and to Waterplay's head office location in Kelowna, British Columbia.

## Technical Skill Requirement:

- Proficiency with the MS Office suite of programs (Word, Excel, PowerPoint, Outlook)
- Experience in using a CRM system

## Education:

- The preferred candidate will have a Post-secondary degree or diploma in Business Management

## Experience:

- Minimum 5 years sales experience in the aquatics industry with preference in account sales and business development.

## Skills:

- High degree of accuracy with strong attention to detail
- Strong interpersonal skills
- Ability to work independently and in team environments
- Ability to travel as required (approx. 25% travel)

Please send your résumé with cover letter to [careers@waterplay.com](mailto:careers@waterplay.com) with **Territory Development Manager** in the subject line or via mail:

Attention: Careers  
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