

Vision Truck Group – Cambridge (Head Office)

Position: Mack Sales Manager

Work Hours: Monday-Friday 8am-5pm

Salary: \$150,000 - \$250,000 per year

Vision Truck Group is looking for an innovative, goal-oriented and results-driven individual with strong leadership abilities to join our team as **Mack Sales Manager** at our new Head Office in Cambridge. This role provides a fantastic opportunity to lead, coach and mentor a highly successful Sales Team. The ideal candidate will be representative of the Vision Truck Group brand while also delivering the core values of the Mack Trucks brand. As Canada's leading Mack and Volvo dealership group, in the country's largest market, the opportunity is here and now for your success!

Critical Competencies

- Possesses a high level of professionalism with strong skills in business acumen and relationship building.
- Keen ability to actively seek and identify profitable areas of opportunity and growth.
- Excellent verbal, written and presentations skills.
- Ability to lead, coach and mentor sales professionals while optimizing team size and competency.
- Thorough knowledge of all sales policies, processes, and systems within a retail sales environment and their connection to the Manufacturer.
- Demonstrated ability to manage inventory/backlog for a Major Market – optimizing sales opportunities while minimizing inventory exposure.
- Well-versed in the development and implementation of retail operation business plans – with an emphasis on profit and volume.
- Complete knowledge of broad finance instruments including terms, types and usage as they pertain to customers.
- Familiarity with applicable Provincial laws (SPIFF) regulations etc. and the effect of same on day-to-day business
- Exceptional time and territory management skills.
- Participate as a member of the management team, reporting to the Vice President of Sales & Marketing.

Required Experience

- Minimum 5 years' experience in field or inside sales within the heavy truck industry or a related industry.
- Previous experience in structuring finance transactions.
- Previous experience in a Management or Leadership role considered an asset.

What We Offer

- Competitive wages
- Commission pay
- Comprehensive benefits package
- Paid vacation
- Annual wage reviews
- Annual loyalty bonus
- Attractive pension plan with Company contribution matching

Apply Now

At Vision Truck Group, you'll be part of a team that values professionalism, teamwork, and getting the job done right the first time. We provide an environment where hard work and loyalty are rewarded. We're not looking for just anyone, we're building a team of professionals who are Built Tough – people who show up, work hard, and take pride in keeping our customers moving.

If that sounds like you, apply today and join our team.

Qualified applicants are invited to submit their resume in confidence to hr@visiontruckgroup.com