



Dobla Canadian Sales Manager

Dobla is the leading manufacturer of chocolate décor, toppings and cups with multiple locations around the world. We have an extensive assortment of products, as well as a team of culinary professional to assist our customers with menu development, bakery programs and education. Our fun and creative product selection is backed by our commitment to superior service and quality. The top priority is to stay connected with our industry and customers.

Dobla is seeking an experienced sales professional to grow, support and increase sales in Canada through the development of new business in the foodservice and industrial segments.

Essential Job Function and Responsibilities include, but are not limited to:

- Primary job function is to manage an assigned sales territory with responsibility for seeking out new business along with day-to-day account growth and relationship management
- Build relationships with local distributors, in store bakery buyers, R&D managers and industrial accounts
- Oversee, develop, and execute sales of our products in Canada
- Dedicated time in the field working with & training distributor reps, end users & manufacturing customers
- Negotiate and implement sales and marketing programs with customers
- Launch sales promotions and incentives
- Participate in sales meetings and trade shows
- Keep accurate records of potential customers & track follow up on all potential new leads
- Continuous planning and forecasting of inventory movement
- Account analysis and management of territory expenses
- Regular reporting on sales activities and opportunities to Director of Sales
- Support and encourage a positive team approach with fellow sales reps and internal support staff

The ideal candidate will possess the following qualities:

- Minimum of 5 – 10 years food related sales experience
- Ability to work flexible schedule with considerable amount of travel
- Strong communication skills are essential, including both verbal and written
- Compelling presentation skills
- Ability to organize, prioritize, and handle multiple tasks
- Ideally located in Montreal or Toronto (although not required)
- Prefer the ability to speak French
- Bachelor's degree (or equivalent)
- Preferred location - Montreal, Toronto or Vancouver or Calgary

If you are interested in applying for this position please email your resume to k.brown@dobla.com