



## **Sales Manager**

*Location: King City, ON | Full-Time | On-Site*

King City Trailers is a well-established, independently owned business with over 35 years of experience in trailer sales, truck accessory installations, and RV storage. Our clients include commercial fleets, dealerships, and individual customers who rely on us for practical solutions and dependable service.

We are currently seeking a **Sales Manager** with a strong business acumen and a proven track record in sales leadership to take ownership of our sales operations. You'll work directly with the owner/operator and play a key role in shaping the next phase of our business.

### **The Role:**

This is a hands-on leadership position focused on driving sales growth, enhancing operational systems, and direct interaction with customers.

Key responsibilities include:

- Leading front-line sales and managing inbound inquiries
- Generating and following up on outbound leads
- Building and maintaining strong relationships with fleet, dealership, and retail clients
- Setting and tracking sales targets, promotions by analyzing sales performance metrics to identify trends, pinpoint areas for improvement, and implement data-driven strategies to optimize sales effectiveness and forecast accurately.
- Take a leadership role in managing inventory levels for trailers, and accessories, ensuring optimal stock to meet demand while minimizing carrying costs.
- Supporting and mentoring the sales and service team
- Quoting, pricing, and managing customer walk-ins and larger accounts
- Collaborating with ownership to improve workflows, systems, and pricing strategy
- Contributing to strategic planning and identifying new growth opportunities

### **You Bring:**

- 7–10 years of experience in sales or sales management, ideally in a dealership for trailers, RVs, powersports, or an adjacent industry
- Proven leadership ability — formal or informal
- An entrepreneurial mindset
- Proven ability to develop and implement sales strategies

- A track record of consistently meeting or exceeding sales targets and demonstrating significant growth in previous roles.
- Comfort with CRM/DMS platforms and an interest in process improvement
- Experience in relationship management with key clients and suppliers
- A balance of strategic thinking and practical execution
- A collaborative mindset with the confidence to lead and make decisions

#### **About Us:**

King City Trailers has entered a phase of modernization and growth. We're investing in new tools, systems, and leadership — and looking for someone who wants to grow with us. Our business is built on long-term relationships, straightforward service, and a commitment to doing things right. We are open M-F, 8am–5pm.

#### **Next Steps:**

To apply, send a cover letter and résumé to [careers@kingcitytrailers.com](mailto:careers@kingcitytrailers.com) with the subject: **Sales Manager Application**. We thank everyone for applying, however, only those candidates selected for an interview will be contacted. No phone calls, please.

Thank you for your interest.