

**ROLE:** Regional Sales Manager

**TERM:** Full-Time, Permanent

**LOCATION:** Toronto, Canada

**Are you excited about introducing new technology to the market and building strategic connections? Imagine being part of the team that builds SOLATO into a globally-recognized brand? Our team is looking for a vibrant individual to help us grow and expand our network.**



We are not a traditional gelato brand!

**SOLATO delivers the perfect balance between high innovation and artisanship of gelato-making with a sensory experience at the heart of it all.**

---

Our countertop appliance produces a single portion of gelato, sorbet or frozen yogurt fresh to order in less than a minute. The nature of our unique technology topped off (pun intended!) with the selection of premium ingredients offers an artisan quality gelato that contains no preservatives or artificial flavours, and is better for the planet. SOLATO is redefining the experience of ice cream!

---

We are partnered with a leading B2B sales channel to introduce the SOLATO technology to the Toronto market. The role of the Regional Sales Manager will include managing the relationship with the channel partner on a day-to-day basis, as well as actively scouting business and partnership opportunities.

---

#### **Required:**

- At least 5 years of sales experience with a “Hunter” mindset
- Proven track record in a successful B2B environment
- Direct experience working within HORECA industry
- Effective communication and negotiation skills

#### **We Offer:**

- Competitive salary based on experience + commission
- Medical & dental benefits, vision and extended health care, disability insurance
- All necessary training and positive team environment
- Free gelato!

**Send your application to  
sales.canada@solato.com.**

As part of your application, please prepare a short video including 30-45 sec sales pitch on any topic and 30-45 sec reason why we should hire you.

We appreciate all submissions, but please note that only suitable candidates will be contacted for an interview.



## Responsibilities:

**Sales Process:** Develop, implement and follow clearly-defined sales process designed to provide top-notch customer experience and streamline internal operations.

**RFPs & Demos:** Prepare and deliver quotes, contracts and onsite customer solution demos.

**Prospecting & Closing:** Spearhead and manage prospecting activities and pipeline. Proactively close opportunities in line with the company's "sweet spot" customer profiles.

**Sales Targets:** Deliver on defined sales targets to ensure profitable and strategic growth.

**Business Development:** Continuously be vigilant about potential new partnerships that affect direct and indirect brand awareness and sales opportunities.

**Culture Growth:** Assist with fostering a team-focused and supportive inter- and cross-departmental environment.

## You Are:

- An extroverted individual with a unique personality
- Passionate about solution selling and building your network
- An enthusiastic team member with positive attitude who leads by example
- A detail-oriented professional who prides themselves on accuracy and punctuality
- A "go-getter" who is excited about facing new challenges
- A gelato-lover!

*SOLATO is an equal opportunity employer (EOE) and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability*