

NATIONAL STEEL CAR is a progressive industry leader dedicated to the manufacturing of railway rolling stock. Our dedication to customer satisfaction, the competitive spirit of our people and our commitment to excellence in everything we do have earned us our distinguished reputation

Currently seeking a qualified individual for the following position:

## **REGIONAL MANAGER OF MARKETING AND SALES**

**Reporting to the *Regional Vice President of Marketing and Sales* the successful candidate will be responsible for:**

- The presentation and sale of freight cars, freight car products/parts or freight car services to current and potential customers.
- To investigate, research and identify new customer prospects through industry contacts, online sources or published media.
- Follow up on new leads and referrals resulting from research or field activities
- Prepare and/or review presentations, proposals and sales contracts.

**The ideal candidate will have the following qualifications:**

- Successfully attained a Bachelor's or College Degree with a focus on Marketing or Commerce with a minimum of 5 years field experience.
- Extremely self motivated, influential, a gifted relationship builder with outstanding communication skills, including, effective written and oral presentation skills.
- Experience in logistic solutions
- PC literate, driven to win, flexible, with the ability to think on your feet.
- Knowledge of railcar type, parts and features an asset

Please respond in confidence to:

Human Resources

P.O. Box 2450

Hamilton, ON L8N 3J4

Fax: (905) 544-1633

Email: [brucknerh@steelcar.com](mailto:brucknerh@steelcar.com)



**NATIONAL STEEL CAR**

AN EQUAL OPPORTUNITY CANADIAN EMPLOYER

[www.steelcar.com](http://www.steelcar.com)