



Inside Sales Manager (in Calgary, AB, Canada)

Why you should work at BUTTING

Are you ready to join a dynamic and growing stainless steel distribution company that prides itself on delivering high-quality steel solutions to diverse industries across North America? Fantastic, because we are looking for you!

We are seeking an **Inside Sales Manager** to drive our sales, manage customer relationships, and to contribute to our ongoing success.

Within the BUTTING Group, our BUTTING Canada Team is the connecting link to the North American market. BUTTING Canada's obligation is to be a professional partner to its customers for a number of industries by providing profound manufacturing expertise and the BUTTING know-how.

BUTTING Canada supplies our North American customers with welded pipes, machined and fabricated components, pressure vessels and storage tanks manufactured in our plants in Germany and China.

Join BUTTING Canada as an Inside Sales Manager and you will be part of an international, customer-centric team that is working in a modern office setting with flexible work hours. At BUTTING, we value our employees and we will support your growth and well-being with many extras and benefits.

In this role, you will

- Review and administer inquiries
- Create and provide quotes
- Enter orders into the company's ERP system (SAGE 300) and confirm details with vendors and customers
- Place orders with vendors according to customer's requirements
- Identify customer needs and offer solutions based on specifications and customer requirements
- Negotiate contracts, monitor and control the contractual obligations
- Monitor status of orders and communicate updates proactively to customer
- Coordinate and communicate with Sales team, customers, and vendors to ensure customer's requirements are met
- Collaborate with logistics team to ensure accurate and timely shipment of orders
- Work with internal teams to troubleshoot and provide effective solutions
- Serve as a link between companies of the BUTTING Group and BUTTING Canada
- Maintain accurate records of customer interactions, quotes, and transactions
- Support Outside Sales Team and business development
- Sales analysis and calculation in cooperation with the sales team





What we're looking for

- Knowledge in the field of stainless steel and nickel alloy steels
- Technical aptitude
- Strong communication and interpersonal skills
- Excellent organizational and problem-solving skills
- Knowledge of welded pipe production, pipe spools and tank/vessel fabrication and/or engineering
- Experience with CRM or ERP software entry is beneficial
- 2-3 years of Sales experience in a relatable field is considered an asset
- Fluent in English, German is considered an asset

What you can expect

- Extended medical, dental and vision coverage
- AD&D, life and travel insurance
- Paid sick days
- Opportunities for professional growth and career development
- Additional paid vacation days
- Flexible schedule
- On-Site parking
- Performance bonus based on Management's discretion

What's next: Join BUTTING Canada

If you think you have the qualifications and skills to succeed in this role, don't hesitate and submit a cover letter and resume to recruiting.buttingcanada@butting.de. We're looking forward to hearing from you!

We wish to express our appreciation to all applicants for their interest and advise that only candidates selected for an interview will be contacted. Any personal information submitted will be managed with the strictest of confidentiality.

Butting Canada Ltd.

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