**WADE C.CADGER**

**172 Moore Avenue Res: (204) 254-2756**

**Winnipeg, Manitoba Cell: (204) 333-5179**

**R2M 2C8 Email: w.cadg@shaw.ca**

  **PROFILE**

**A Seasoned National Account Manager, Sales Representative with many years experience representing Power Tools, Outdoor Power Equipment, Accessories, Roofing, Insulation, lumber materials, Agricultural, Industrial and Automotive Products to commercial channels, industrial channels and LBM channels.**

**A hard working and enthusiastic individual employing strong communication skills, proven leadership ability, an ability to work independently, strong organizational skills and a reputation for sound technical knowledge and well executed sales skills.**

 **ACHIEVEMENTS**

* As a sales representative with Makita Canada I was promoted to the role of National Account Manager for Western Canada.
* Looked after third largest national account based in Ontario in addition to my role as National Account Manager for Western Canada.

 **EMPLOYMENT HISTORY**

**Dynaline Industries February, 2016 - October 6, 2017**

**Account Manager**

Account Manager servicing Retail and industrial accounts in the Manitoba, Saskatchewan & Northwestern Ontario regions selling Agricultural, Industrial & Automotive products throughout the territory. Committed to the growth and sustainability of distributors. Entertaining new business opportunities, creating programs suited for each additional accounts needs and wants, investing in helping their business grow.

**Makita Canada Inc. 2008- March 2015**

**National Account Manager**

Makita Canada, May 2008. Was promoted to the position of National Account Manager-Western Canada. With sales responsibilities for (among other duties,) assigned national and regional accounts; for designing programs to address and counter those of specific competitors; and for providing leadership and direction to other Makita regional national account representatives. In addition was responsible for managing and servicing retail and Industrial accounts in Canada which include entertaining new business to increase an already large market share. To create programs, utilize co-op advertising funds and support and set up events across the Canada. From 2008 to 2010 I had four national account representatives in Western Canada report to me. Familiarity with national accounts such as Home Hardware, Federated Co-op, Princess Auto, Vallen, Gregg Distributors, Peavey Industries and the Sexton Group.

**Territory Manager 1992-2008**

Held the position of Sales Representative Responsible for managing and servicing retail and industrial accounts in the Manitoba, Northwestern Ontario regions selling the Makita line of power tools, Outdoor Power Equipment and accessories to a wide array of both affiliated and non affiliated customers throughout the territory. Entertaining new business opportunities, creating programs suited for each additional accounts needs and wants, working closely with these accounts and assist with co-op advertising balance, events as well as detailed calls with end users.

**Domtar Construction Materials 1985-1991**

**Sales Representative (1989-1991)**

Roofing an Insulation Division

Promoted in December of 1989, I was responsible for servicing the building supply dealers, as well as residential and commercial applicators in the Manitoba region. After one year, my territorial area was expanded to Eastern Saskatchewan.

**Customer Service Supervisor (1988-89)**

A corporate decision was made to promote me to this level to assist in the movement of our order desk from Winnipeg to Edmonton.

During this period, with a staff of four, I was involved in targeting our major customers to oversee a smooth transition, assisted in planning and executing the move, and monitored, and considerably reduced, excessive inventory levels.

**Inside Sales Co-ordinator (1986-1988)**

Promoted to this position in July of 1986. To supervise a staff of three inside sales personnel and one clerk, responsible for servicing customers in Manitoba, Saskatchewan and North Western Ontario. duties included providing assistance to improve customer service, telemarketing. freight rates, accounts receivable and payables.

 **EDUCATION**

Churchill High School, Winnipeg- Grade 12 was obtained.

Personal Development Courses: Certified in "Aspects of Offering for Transport and Transportation of Dangerous Goods"

Career Track Seminars: In Search Of Excellence and dealing with difficult customers

 **COMMUNITY AFFILIATIONS**

* Eight years coaching and instructing Winnipeg Minor Hockey Association
* Volleyball and Basketball Coaching Junior High Christ The King School
* Churchill Bulldogs Alumni Association Member

 **HOBBIES:**

* Include the love of sport. Either participating or following.
* The Outdoors.
* Love to travel.