

RNC**Employment Service**

905-727-3777

Aurora

222 Wellington Street East, Main Floor



Job Title

Account Manager**Job # 2001001**

NOC / NAICS

6221 / 417930

Date

January 14, 2020

Location

Newmarket: Harry Walker Pkwy N

Wages

Based on experience

Experience (Yrs.)

 0-1 1-3 3-5 5+

Hours/Week

40 hours/week

Employment Type

 Perm Temp Seasonal FT PT

Schedule Availability

Mon-Fri 8:30am-5:00pm

Benefits Available After Probation Period

 No Yes:

Workplace / Physical Requirements

50% of time requires travel out of office

Company

Established in 1993, this privately-owned Canadian company specializes in the distribution of health and safety equipment to support and keep safe Canadians performing work in hazardous conditions. They provide quality, brand-name safety products and services at competitive prices for a wide array of industries including manufacturing, law enforcement, fire prevention, and construction. They are currently expanding service capabilities, to further support an already established, extensive product line.

Job Duties

Account Manager is responsible for establishing contact with existing customers, identifying new opportunities, and following up on potential leads. The Account Manager generates revenue by developing market potential through forecasting, lead generation, qualification, and closing sales; recommending new products and services. The Account Manager also monitors industry trends in order to identify emerging markets and develops plans to utilize those markets to increase revenue

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Utilize all available resources to reach out to prospects and attempt to turn those prospects into customers
- Collaborate with the management team to improve marketing materials and expand the company's marketing presence in the territory
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship with them
- Develop and implement new sales initiatives, strategies and programs to capture key market segments
- Attend industry trade shows to accumulate new leads and make productive contact with existing customers
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Update client information in the company contact database
- Stay on top of industry trends to identify potential opportunities for company growth
- Identifies market potential by qualifying accounts.
- Initiates sales process by scheduling appointments; making initial presentation; understanding account needs.
- Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts.
- Expands sales in existing accounts by introducing new products and services; developing new applications.
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Recommends new products and services by evaluating current product results; identifying needs to be filled

Requirements / Candidate Profile

- **Bachelor's Degree in Business Administration or related field required**
- **4+ years' outside sales experience**
- **Must be willing to travel up to 50% of the time**
- Excellent negotiation skills
- Strong decision-making abilities
- Strong computer skills
- Self-motivated and comfortable working with little to no direction

- Excellent interpersonal communication skills
- Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales

How to apply

To apply please submit resume to HRQR@rncs.ca for pre-screening and consideration.

Include a note indicating why you are a good fit for this position.

Disclaimer

RNC Employment Services reserves the right to submit applicant resumes in their sole judgement directly to employers only following registration. Registration in itself does not determine applicant job posting eligibility. Further RNC is not responsible for employer hiring decisions which may pre-empt registration.