

POSITION: ACCOUNT MANAGER MEASUREMENT
LOCATION: EASTERN ONTARIO

Job Summary

The Account Manager (Eastern Ontario) – Measurement Services is responsible for development and implementation of a sales plan for the Ontario market. The position will be responsible for identifying new opportunities and new clients while also working with existing clients. Specific sales targets will be established for the position. This position will require frequent travel. The fit into the Company culture, and a “Team Player”, will be one of the most important deciding factors.

Core Responsibilities

- Management of well established accounts
- Prospecting for new accounts and establishing the company and products with new clients.
- Develop and implement a strategic business development and sales plan for measurement services across Ontario that includes establishment of sales goals, client needs and expectations and proposal and quotation development;
- Development and / or maintenance of relationships with key vendors and clients
- Work with proposal staff to ensure effective and efficient responses to RFPs, EOIs and SOQs.
- Where appropriate, draw in other Corix business lines to develop a full spectrum approach to a clients needs

Knowledge, Skills and Abilities

- Demonstrated ability to create and implement sales plans, complete with target goal establishment
- Solid understanding and demonstrated relationships with the players within the measurement industry, which includes vendors, manufacturers, competition and clients.
- Ability to focus on and develop large, complex opportunities that may cross National boundaries
- Knowledge of the utilities industry within Ontario
- Intermediate to advanced computer skills using Windows and MS Office Suite
- Result-focused, customer-centric and self-motivated individual
- Excellent communication and interpersonal skills are a must. This includes the ability to present to clients and other applicable stakeholders
- Ability to act independently, decisively and quickly under pressure.

Minimum Qualifications

- Degree in Business, Marketing or related field an asset
- Bi-Lingual would be an asset
- Exceptional Management skills with 6-15 years experience within the measurement and / or utilities industries
- Strong organizational skills and attention to detail
- Ability to take initiative – self starter, able to focus on Sales Objective, and a decision maker.
- Team player with the ability to work independently
- Discretion with confidential matters, combined with maturity, common sense and loyalty

If you possess these skills and qualifications, we invite you to submit your resume in confidence quoting competition #38O-466 to: