

Account Manager – Timmins/Kirkland Lake Area

We are a solutions provider to industry, carefully evaluating our customers' operations and process limitations through audits and detailed studies to provide complete solutions that save our customers time and money. At the same time, we identify EHS improvements from reduction in water usage and GHG emissions to safer workplace chemicals. At our Canadian manufacturing facility, we develop innovative chemical technologies for industrial cleaning and maintenance such as degreasers, descalers, antifoulants, corrosion control, scavengers and dust control to be used as a part of our overall solutions. These products are designed with the safety of the end user and the environment in mind without compromising on performance.

We are looking for an experienced **Account Manager** who is a self-starter, quick learner and has a proven record of remote and independent field sales in competitive markets.

This is an established territory, the new Account Manager will work with our current rep from London to transition the territory and get trained up on our products, services, and processes. The primary target is the mining industry; however, we're open to other industries that can use our applications. As a key part of our Solutions Team your responsibilities would include:

- Generate new customer accounts as well as service and maintain existing accounts. Analyze customer needs and interests and determine how company products and services can best meet their needs.
- Demonstrate the ability to create sales relationships via in person, phone, email and video conference.
- Achieve sales goals and forecasts, as established conjointly with management.
- Provide management with oral and written reports on customer needs, problems, interests, market situation, competitive activities, and potential for new products/services.
- Strong safety and quality focus with track record of dependability.
- Must be willing to travel extensively within the territory without restrictions.
- Proficient use of computers, including MS Office including Word, Excel, and Outlook

Location

Based in Timmins or Kirkland Lake area. The territory includes Timmins/Kirkland and stretching east to Rouyn-Noranda and Val-d'Or as well as many commercial and other industrial applications in the region. No relocation packages are available for this position.

Languages

Strong written and verbal skills in English. Bilingual in English and French is required.

Education

- University or Tech school graduate in chemistry or engineering.
- Extensive sales experience in this market could be considered an alternative.

Credentials (certificates, licenses, memberships, courses, etc.)

- Clean, valid driver's license.

Experience

Recent grad in mining or engineering or chemistry

Type of Sales

Engineering; Chemistry

What we offer:

- Competitive salary with commissions and generous bonus package for over plan sales
- In house and on the job training
- Expense account
- Company vehicle
- Benefits package
- Family oriented atmosphere