



Territory Account Manager, Alberta Region

SureWerx is a national supplier of tool, equipment and safety product lines for the Canadian market. Our products include: abrasives, air tools, hand tools, air tools, material handling, lifting equipment and safety apparel and products. We are a privately held, proudly Canadian company recognized as a leader in the wholesale distribution of tools, equipment and safety industry. Our head office located in Coquitlam, B.C. with six branch offices strategically located in the major cities across Canada.

As a competitive leader, our business is always growing and evolving and we are currently accepting resumes for a Territory Account Manager for the province of Alberta. The successful candidate will be a strategic solutions-oriented sales achiever with a minimum of 5 years of successful business-to-business tool, equipment and industrial sales experience. They will have established and maintained business relationships in order to effectively promote product and service offering to customers. A track record of success in expanding margins, distribution channels, and profit by providing value added product and service solutions. This position will work closely with a dedicated Inside Sales Representative to build a winning team for their region. Ideally we would like the candidate to be located in Calgary or Edmonton, Alberta.

Responsibilities

- Manage existing account base to targeted growth plan and generate new distribution channels within their region;
- Promote new product offerings to the market place;
- Build and maintain distribution network for the specific territory;
- Look for opportunities to create and open new distribution channels;
- Partner with Inside Sales Representative by providing sales goals, customer status, sales numbers, orders, questions, daily outside sales schedule and daily update;
- Efficiently manage all required administrative functions, such as weekly reports, carefully manage selling expenses within your territory and business expense reporting.
- Train distributors on our products/programs/new products/safety/pricing;
- Together with our distributors, demonstrate and train end users on our products, the application and use and benefits and features;
- Work in conjunction with distribution representatives to ensure customers service is always maintained;
- Conduct product knowledge meetings, product safety seminars and product demonstrations to end users;
- Organize, set up and attend trade shows;
- Complete credit reports for new accounts;
- Accountable for administrative responsibilities such as: CRM, regional performance updates, variance analysis;
- Utilize all of the SureWerx's sales tools to increase the product sales to the existing customer base;
- Deal with warranty and service issues in accordance with National policy;
- Other duties as required.

Skills and Qualities

- Strategic account manager;
- Relationship builder and ability to generate and cultivate new leads;
- Ability to handle a high volume fast-paced environment and maintain composure;
- Strong ability to multi-task;
- Excellent communication skills (written and verbal);
- Exceptional interpersonal and organizational skills;
- A positive "can do" attitude;
- Proficiency with MS Word, Excel, CRM, Powerpoint, Outlook, CRM;
- Business minded strategic sales professional (we adopt the Miller Heiman Sales process);
- Creative problem solver;
- Ability to think quickly on your feet.

How to Apply:

- Forward your resume via e-mail to careers@surewerx.com complete with a cover letter and resume. We thank all applicants for their interest in SureWerx; however, only those who qualify will be contacted.