

OPPORTUNITY

POSITION: ACCOUNT MANAGER - CALGARY

REPORTS TO: GM Western Region

AVAILABLE: Immediately

Calgary has the second largest number of head offices concentrated in the booming oil and gas sector. The Account Manager will build Levitt's profile in these accounts, work with other regions to integrate our penetration capabilities into these accounts. Be seen as a problem solver at targeted accounts by finding ways to help them improve employee safety and by taking costs out of our mutual systems, then proving it.

DUTIES & RESPONSIBILITIES

Planning: With input from Regional General Manager, develop a detailed and results-focused sales and expense budget/plan each year, focusing on the next year. Sales plans will be customer specific. Review the plan quarterly and update as required.

Customer Relations: Gain a thorough understanding of the customer including their processes and key personnel. Meet with the customer to build relationship towards becoming their primary supplier of safety equipment. With assistance of Regional General Manager, develop and present partnering agreements. Attend trade-shows to encourage customers and prospects to deal with us.

Training/Consulting: Alone, with manager or suppliers, evaluate hazards/opportunities for improvement to determine customer product needs then advise them of the best solution. May include providing training to customers on products that have been sold to them.

Proposals/Pricing: Research and write proposals, respond to customer quotation requests.

Paperwork: Complete Call Reports, Monthly Summaries, Expense reports and surveys on a timely basis.

Learning: Attend sales meetings, gain product knowledge, go to training classes, self-improvement.

EDUCATION & EXPERIENCE

Grade 12 with very good people and communication skills

3 years experience in Industrial Distribution or a proven sales record with Levitt-Safety of one year as an account manager

Must be computer literate

Knowledge of Trend/Customer Marketing preferred.

If you are interested in this position, please forward your resume via e-mail to hr@levitt-safety.com or fax to 905-829-5422 citing Job #AMC1003