

Department: Sales

Account Manager

Status: Permanent, Full Time

Schedule: Monday to Friday 37.5 hours per week 9:00 am to 5:00 pm

Flexible to work outside of regular business hours

Main responsibilities:

- Manage relations with existing customers
- Prospect, develop and optimize sales
- Seek the right opportunities and strategize for best results in sales
- Do ongoing training about existing and new products to be able to provide superior customer service
- Identify, develop, and apply effective sales strategies
- Negotiate and conclude sales contracts in accordance with company policy
- Document and produce supportive reports
- Represent the company during promotional activities and at various events such as tradeshow
- Project a professional and credible image
- Monitor the industry trends ongoing
- Collaborate on various projects and perform any other related tasks to support the sales team

Profile:

- College or University degree in Business Administration OR a combination of education and relevant experience will be considered
- Relevant Sales and/or Customer Service experience including prospecting, cold calling, lead conversion and/or sales support
- Fluency in English (oral, written)
- Proficiency in French is an asset (oral, written)
- Good PC skills, including MS Office (Excel), various systems (ERP, Web search), and working remotely thru technology
- Self-starter, team player, dynamic, disciplined, ambitious and persuasive
- A valid class 5 driving permit with a good record and a valid passport (if applying for sales in the US)
- Ability to travel to meet customers or participate in tradeshow events

Please submit your cv and preferred working conditions to cv@tootsi.com.

Only selected candidate will be contacted.

Thank you for your interest!