



Account Manager - Sale

Description

Account Manager - Sales

Duties

- Increase sales revenue in an assigned territory
- Relationship building with current and new customers
- Mechanically Inclined to help customers
- Building new relationships with potential clients
- Create solutions and ensure a smooth sales process with all customers
- Able to lift 50 pounds
- Expand Sales revenue by finding new doors and growing current accounts.
- Develop long term relationships and build trust with new and current customers.
- Proactively develop new customer contacts, review leads, and actively review current accounts.
- Assist customers in choosing the best product for their needs.
- Be a managing partner with current and new accounts
- Serve as the lead point of contact for all customer account management matters
- Build and maintain strong, long-lasting client relationships
- Negotiate contracts and close agreements to maximize profits

Qualification

Closing Date

April 20, 2026

Categories

Sales

Employer

Greenway Chemical & Distribution Inc

Location

Rural

Address

Unit No 6 - 34 Don Valley Parkway Sunnyside, R5R0C9

Job Type

Full-time

Education Level

Bachelor

Wage

\$16.00 - \$25.00

- Experience delivering client-focused solutions to customer needs
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Excellent listening, negotiation and presentation abilities
- Strong verbal and written communication skills
- Degree in Business Administration, Sales or relevant field
- 1-3+ years in an business to business sales or similar rolle
- Clean driver's abstract
- Strong organization and planning skill
- Proven communication skills - Verbal and written
- Proficient with Microsoft Office (Word, Excel, Outlook)
- Willingness to learn and able to work independently

Email

Vimal@greenwaychem.ca

Phone

(204) 904-9596