Account Manager

Do you want to work for a company that helps build clean, healthy indoor air environments? BGE is looking for a results focused, proven Sales professional to work alongside our **Fort McMurray team** in the role of **Account Manager.** Our ideal candidate for this role will encompass and live our core values of: **Together We Are Better, Striving For Excellence, and Be the Experts**.

As the Account Manager, you are already based in and living in Fort McMurray and are already embedded and active within the business community. Established, you work with a consultative sales approach and are capable of delivering indoor air quality solutions to BGE's established customer base, developing new business relationships and educating BGE'S customers on the importance of quality filtration as well as the risks of improper or inadequate environmental filtration solutions.

The Company:

BGE provides services and products to organizations that care about clean air. Through its focus on strong customer relationships and an integrated service and product offering, BGE delivers industry knowledge and advisory support, enabling organizations to build and maintain clean, healthy indoor air environments.

Responsibilities:

- Maintain sales territory with the expectation of sales growth within new and existing customers.
- Actively participating in training sessions, including working through sales calls scenarios.
- Cold call new prospects.
- Introduce new products and solutions to the marketplace.
- Ensure that all contracts and commitments are kept with customers.
- Complete customer orders, quotations, bids and surveys accurately and promptly.
- Develop a daily, weekly, and monthly call strategy and consult with your manager.
- Discuss sales goals and performance with your manager.
- Support and collaborate with Marketing and other Account Managers to deliver and improve our quality filtration presentations and education to our customers such as Clean Air Clinics.
- Complete site surveys of all new customer facilities and document their filtration needs, special requirements and equipment locations.
- Continue to increase your product knowledge and expertise in Indoor Air Quality and Filtration through training and meetings as well as any vendor training necessary for your job's functions.

Qualifications:

- Strong business acumen with more than five (5+) years of industrial outside sales experience in a consultative business to business sales role (business machines, telecom, MRO, or equivalent).
- Proven experience in successfully building and managing a pipeline of contacts and relationships.
- HVAC and related industrial experience, along with a mechanical aptitude.
- Strong organizational and problem-solving skills with exceptional attention to detail.
- Excellent communication and interpersonal skills including being an active listener.
- Demonstrated ability to develop and maintain strategic and respectable working relationships with customers, associates, and stakeholders.
- Overnight travel will be expected for up to 10% of the time to customer field locations, as well as for training in Canada and the US.
- Must possess a Valid Class 5 Driver's License and clean Driver's Abstract.
- All applicants must be able to pass a pre-employment and pre-access drug and alcohol tests, as per company policy and customer requirements.
- Must be bondable; all applicants will be subject to pre-employment/pre-access security background check.

What we offer:

- Benefits package and RRSP matching program.
- Supportive work environment.
- Opportunities for training and development.
- Company cell phone and vehicle allowance.
- Initiative is rewarded with excellent commission potential.

Please submit your resume and cover letter to careers@bgecleanair.com and reference the job title and location when you apply.

BGE hires on the basis of merit and is committed to employment equity. We encourage all qualified persons to apply.

We would like to thank all applicants for their interest in this position; however, only those selected for interviews will be contacted.