



## **Account Manager – Waterloo**

**September 2019**

Work closely with FM Supply management team to develop a sales plan. You will be the primary contact and responsible to manage assigned key accounts. You will be responsible for maximizing each accounts potential. You will also be responsible for soliciting new customers and growing account base to help meet sales budget.

### **Responsibilities:**

- Manage all assigned accounts and be the key contact for all activities
- Identify and target sales opportunities within our geographical area. Work primarily with our Partners, and our Vendors to grow sales and improve market share.
- Develop and execute an annual sales/business plan for your assigned accounts with Sales Manager.
- Responsible for closing Project Quotations with the Project Group to the customer and actively seeking feedback.
- Follow up on opportunities/quotes/proposals to the customer and actively seek feedback.
- Participate in and attend sales meetings, training, annual planning meetings etc.

### **Requirements:**

- 3+ years' experience in Electrical Sales
- Strategically minded with strong presentation, communication and relationship-building skills
- Self-motivated with the ability to manage multiple priorities and meet deadlines

**Please send resume with cover letter to [admin@fmsupply.ca](mailto:admin@fmsupply.ca)**

*Only those selected for interviews will be contacted. No phone calls please*