

Samlex America

<https://samlex.thinairweb.co/job-postings/channel-account-manager-0823/>

Channel Account Manager

Description

To support our growing business, we are looking for a Channel Account Manager to create long-term, trusting relationships with our customers. Reporting to the Industry Manager and based in our head office in Burnaby BC, **the Channel Account Manager's role is to oversee a portfolio of assigned distributors, develop new business from existing clients, and actively seek new sales opportunities.** You will engage key stakeholders from each account and identify ways to support and grow revenues.

The ideal candidate is early to mid-stages of their career and experienced in inside/outside sales. You have a drive to take the next step in your career from managing a territory to designing, managing and growing our North American B2B strategy. Experience working with Fleets, Upfitters and Jobbers and/or Automotive and Battery markets is an asset.

Responsibilities

- Maintain and support business from a mature portfolio of distribution customers
- Source and add new channel account as needed to support your growth plan
- Serve as the lead point of contact for all customer account management matters
- Negotiate contracts and close agreements to maximize profits
- Prepare and communicate account activity, performance, and initiatives to internal and external stakeholders
- Identify areas of market opportunity and procedural improvement to advance our market footing
- Generate and execute an annual sales plan and priorities by quarter and month to realize the objectives
- Support the Director of Sales and industry Managers as needed
- Effectively collaborate with internal departments to solve customer matters
- Attend Customer Events and Trades Shows locally and throughout North America
- Visit local distributors, dealers, and end-user in pursuit of building relationships to grow the business
- Smashing monthly & daily targets and activities!

Qualifications

- Juggle multiple account management projects while maintaining sharp attention to detail
- Excellent listening, negotiation, and presentation abilities
- Strong verbal and written communication skills
- Good ability to work with Microsoft Office: Outlook, Excel, and PowerPoint
- Experience in sales and account management
- Proven record of meeting sales goals and satisfying customer demands
- Valid Passport for North American travel and willingness & ability to travel approximately 25% of the time.
- Experience in a B2B environment
- Experience working with/for/in the Distribution Channel

Hiring organization

Samlex America

Employment Type

Full-time

Job Location

103 - 4268 Lozells Avenue, V5A 0C6, Burnaby, Canada

Working Hours

8:00am - 4:00pm

Date posted

August 28, 2023

- Experience within the Wireless Communications Market is an asset

Compensation

- Base Salary
- Bonus
- No cap on commissionable earnings

Job Benefits

- Business casual dress
- Company events
- Dental care
- Extended health care
- Paid time off
- RRSP match
- Vision care

Contacts

Our recruitment team will contact select applicants. We thank you for your interest in Samlex America.