

Job Description – Sales Account Manager

Reports to:

Director of Sales

Sunco is an exceptional place to work. We attract and retain people who have an ownership mentality. What exactly is that? It means that every decision, every job and every interaction with clients and each other is done with the deep knowing it directly impacts the success of our company. When you're an owner, you take personal responsibility to the next level. You have courage to "wade in" and take risks. You have your integrity and reputation at stake. You have the trust of others.

These characteristics form the foundation of our Core Values.

- We Embrace Change
- We Do What It Takes
- We are Accountable to the Outcome
- We Do the Right Thing
- We Bring out the Best in Each Other

Job Summary:

Working within a collaborative team you will represent Sunco to provide products and solutions to new and existing clients to address their business needs. You will be responsible for working with customers to identify, qualify and secure sales opportunities for multiple product lines; and advance, nurture and sustain strong working relationships with key stakeholders. You will also maintain a thorough and up to date knowledge of company products and services; develop new sales leads; as well as update and maintain the CRM system. You will be responsible for visiting site locations of existing clients in Edmonton to ensure we are still meeting their evolving needs.

Job Requirements:

- Identify and prospect new customers continually; conduct sales calls, including cold calls, lead and referral follow up, to present product solutions and increase sales.
- Create and sustain relationships with stakeholders within existing accounts to further on-going relationship strategy, cultivate partnering relationships, and solidify Sunco's position as a trusted partner and telecom systems integrator.
- Follow up with customers on orders, quotations and service requests; complete activities to ensure the sale and solution remain the best solution possible and overcome client objections.
- Review and provide input on target client opportunities while ensuring alignment with overall strategy.
- Develop customized proposals and quotes based upon client needs, specifications and product offerings.
- Utilize the CRM system to accurately report quotations, sales and forecasting.
- Work ongoingly to mine the Sunco CRM to ensure client information is accurate and their products and services are fulfilling their business needs.

- Responsible for understanding and complying with all policies, procedures, and regulations relating to job duties.
- Perform other duties as assigned.

Experience:

- Two years B2B sales experience
- Experienced in creating sales strategies
- Active sales experience with new and existing clients
- Practiced in a variety of sales methods including cold calling and door to door sales
- IT knowledge
- Knowledge of telecommunication industry and Mitel and Panasonic phone systems an asset

Competencies:

- Personal management
- Customer focussed
- Strong communication and negotiation skills
- Innovation
- Resilience
- Career orientated

Work Environment:

- Can travel to customer offices as required in the Edmonton area
- Valid Alberta drivers license

What We Offer:

- Career growth
- Competitive salary - residual income + commission + base
- Paid vacation time
- Competitive benefit package including health, dental, disability, life
- Vehicle allowance
- Laptop and cell phone
- Potential opportunity to telework after six to 12 months
- Close-knit, supportive work environment

If you would like to be considered for this role, please send your resume, cover letter and salary expectations to michelle.cumine@sunco.ca.