



## JOB/PLACEMENT OPPORTUNITY

Posting Date: May 15, 2019

Deadline: May 31, 2019

# ACCOUNT MANAGER

**Location:** Lower Mainland, B.C.

## About the Company:

Orkin Canada is a leader in advanced sanitation and environmentally friendly pest elimination services. For more than a half-century Orkin Canada has set the standard for the pest control industry in Canada. Our professionals prevent and manage pests in all categories of business - from residential to commercial to manufacturing, industrial, shipping, mining, grain and government.

## Description:

We have an opening for a **full-time permanent** Account Manager at our Burnaby branch. Duties will include:

- Serve as a single-point-of-contact for key accounts; execute all services for client and ongoing support.
- Develop and maintain relationships within assigned accounts; improve client utilization and product/service adoption rates.
- Collaborate with customer contacts, up to and including senior level executives, in order to define needs and provide solutions.
- Develop sales goals for territory or area; manage all aspects of strategic sales initiatives for these regions.
- Identify and resolve risks associated with the delivery and/or provision of customer contracts; manage client expectations throughout the contract.
- Conduct and develop quarterly and annual account reviews in order to effectively manage account lifecycles.
- Analyze, assess, and document client results to ensure customer needs are being met.
- Promote awareness of new products and services to accounts.

## Requirements:

- Demonstrated ability to make sales deals with executive level prospects.
- Able to build and maintain lasting relationships with corporate departments and key stakeholders.
- Experience selling multiple product/service lines.
- Strong communication, negotiation, presentation, and problem solving skills
- Strong consultative skills.
- Ability to write clear and concise value proposition statements.
- Ability to create and edit sales materials and presentations
- Superior communication (verbal and written), presentation, interpersonal, and time management skills
- Valid Driver's License
- Travel
- Will undergo a criminal background check and be subject to personality / cognitive ability testing and interviews

## Benefits:

We provide a competitive salary/bonus package, benefits, a company vehicle, and the potential for growth.

## How to Apply:

Please forward your resume to Jon Nicholls with the job code in the subject line. No phone calls or agencies.

**Job Code: AM36-12019 Email:** jnicholls@orkincanada.com

We thank you for your interest, however, only those that qualify will be contacted for an interview. Thank you!



*Orkin Canada is an equal opportunity employer and is committed to employment equity. Accommodations are available on request for candidates taking part in all aspects of the selection process.*