



Deadline: January 15, 2021

ACCOUNT MANAGER

Location: Calgary, AB

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 Calgary 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:

- University or college degree (preferred) or a combination of education and direct work experience in an account management capacity. High school diploma or GED required.
- 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 **John Papailiadis** with the job code in the subject line. No phone calls or agencies.

Job Code: BAM40-122020 **Email:** JPapailiadis@orkincanada.com

Please take the time (approximately 10 minutes) to complete a questionnaire via the link below: <https://portal.cultureindex.com/public/survey/general/5tfgNLRsBz>

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.
