



## **Account Manager – Cambridge, ON**

### **Who is Orkin?**

**ORKIN** is the largest pest control company in Canada. For nearly a century, we have been the go-to company for commercial and residential pest control, and we are known for our proactive approach each technician takes, thanks to our Award winning training systems designed to give our technicians the best opportunity to thrive in the pest control industry.

### **What makes a great ORKIN Account Manager?**

ORKIN Account Managers are a cut above, they are always looking to expand our business while building and maintaining excellent customer relationships. To be successful with us means you likely possess the following qualities.

- You thrive in fast paced environments
- You enjoy educating and advising customers on process and next steps
- Your ability to communicate clearly to a variety of individuals is unmatched, people just open up to you!
- You have a knack for details; nothing gets past you!
- With ample training and support, you thrive in autonomous job roles where you are given the ability to make rapid decisions on your own. You want to feel like an entrepreneur with a corporate backing.
- You have worked in sales and thrive on work-based incentives.

### **What can you expect on a typical day as a Account Manager?**

ORKIN Account Managers are our brand ambassadors who complete a number of activities on a day-to-day basis. One thing is for sure, there is never a “typical” day with us, every day presents challenges our Account Managers love to tackle. Your day may consist of

- 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.
- Perform other duties as required

### **What do you need to qualify?**

To be considered for the Account Manager role, we do have some requirements

- High School Diploma or GED, Post-Secondary education in business preferred or combination of education and work experience.
- 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 / Clean Driver's Abstract
- Travel
- COVID19 Vaccination
- Will undergo a criminal background check and be subject to personality / cognitive ability testing and interviews

### **ORKIN Incentives, What's in it for YOU?**

We hire the best and compensate our Account Managers for achieving performance objectives

- Use of Company Vehicle, gas card, insurance, etc.
  - Base + bonus - Your earnings are based on your output
  - Health, Dental, Vision, Life Insurance and dependent life insurance.
  - Stock Purchasing Plan
  - Company phone
  - Company Pension
  - Dependent Education Allowance program
  - Opportunities for advancement
  - Award winning training
  - Referral bonuses
- And more!



**How to apply:**

Please send your resume to Rina Altbaum at [RAltbaum@orkincanada.com](mailto:RAltbaum@orkincanada.com) and reference job code AM14-52022

*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.*