ORKIN CANADA™

Pest Control That Puts People First

Great Place To Work® Certified DEC 2025-DEC 2026 CANADA™

Branch Account Manager

Sudbury / North Bay, ON.

Key Aspects of the Role

Responsibilities

- 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

Essential Qualifications

- **Education:** High School Diploma or GED, Post-Secondary education in business preferred or combination of education and work experience.
- **Experience:** 2 years of experience selling multiple product/service lines. Demonstrated ability to make sales deals with executive level prospects.
- **Skills:** Able to build and maintain lasting relationships with corporate departments and key stakeholders. Strong communication, negotiation, presentation, and problem-solving skills. Strong consultative skills. Superior communication (verbal and written), presentation, interpersonal, and time management skills.
- **Adaptability:** Willing to travel.
- **Technical Proficiency:** Ability to write clear and concise value proposition statements. Ability to create and edit sales materials and presentations.

Other Requirements

- **Integrity and Legal Compliance:** Ability to pass a criminal background check and adhere to non-solicitation policies.
- **Assessment Participation:** Must take personality and cognitive tests to demonstrate alignment with the company's expectations.
- **Work Eligibility:** Valid Driver's License / Clean Driver's Abstract

What's in it for YOU?

We value our employees and are committed to supporting their personal and professional growth. Here's what you can expect as part of our team:

- **Competitive Salary** - $750-1200/week base + bonus - Your earnings are based on your output
- **Vehicle** - Use of Company Vehicle, gas card, insurance, etc.
- **Pension Plan** - Secure your future with our employer-supported pension plan.
- **Comprehensive Health Benefits** - Including health, dental, vision, life Insurance coverage
- **Stock Purchasing Plan** - Invest in your future with the opportunity to purchase company stock.
- **Dependent Education Allowance Program** - Support for your dependents' educational expenses.
- **Career Advancement** - We're committed to helping you grow and advance within the company.
- **Licensing bonus** - bonuses for obtaining additional licenses related to Pest Control Field
- **Company phone**
- **Company events**
- **Referral bonuses**
- **And more!**

Join us and be a part of a supportive team that values your contributions, growth, and well-being!

How to apply:

Please send your resume to Rina Altbaum at rina.altbaum@orkincanada.com
If you intend to apply for this position, please inform your current manager.

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

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People First | Community | Empathy | Sustainability | Safety