

Samlex America

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Channel Account Manager

Description

To support our growing business, our sales team is looking for a Channel Account Manager to create long-term, trusting relationships with our customers. Reporting to the Industry Manager and based in our head office in Burnaby BC, **the Channel Account Manager's role is to:**

1. **Oversee a portfolio of assigned distributors.**
2. **Develop new business from existing clients.**
3. **Actively seek new sales opportunities.**

The ideal candidate is early to mid-stages of their career and experienced in inside/outside sales. You have a drive to take the next step in your career from managing a territory to designing, managing and growing our North American B2B strategy. Experience working with Fleets, Upfitters, Jobbers and/or Automotive and Battery markets is an asset.

Responsibilities

- Maintain and support business from a mature portfolio of distribution and OEM customers.
- Engage key stakeholders from each account and identify ways to support and grow revenues.
- Source and add new channel accounts, as needed, to support your growth plan.
- Serve as the lead point of contact for all customer account management matters.
- Negotiate contracts and close agreements to maximize profits.
- Prepare and communicate account activity, performance, and initiatives to internal and external stakeholders.
- Identify areas of market opportunity and procedural improvement to advance our market footing.
- Generate and execute an annual sales plan and priorities by quarter and month to realize the objectives.
- Support the Director of Sales and Industry Managers as needed.
- Effectively collaborate with internal departments to solve customer matters.
- Attend Customer Events and Trades Shows locally and throughout North America
- Visit OEM's, distributors, dealers, and end-user in pursuit of building relationships to grow the business.
- Smashing monthly & daily targets and activities!

Requirements

- Juggle multiple account management projects while maintaining sharp attention to detail.
- Excellent listening, negotiation, and presentation abilities
- Strong verbal and written communication skills
- Good ability to work with Microsoft Office: Outlook, Excel, and PowerPoint
- Experience in sales and account management.
- Proven record of meeting sales goals and satisfying customer demands
- Valid Passport for North American travel and willingness & ability to travel

Hiring organization

Samlex America

Job Location

103 - 4268 Lozells Avenue, V5A 0C6, Burnaby, Canada

Working Hours

8:00am - 4:00pm

Date posted

April 22, 2024

approx. 25% of the time.

- Experience in a B2B environment an asset.
- Experience working with/for/in the Distribution Channel is an asset.
- Experience with power conversion products is an asset.

Compensation

- Base Salary
- Bonus
- No cap on commissionable earnings

Job Benefits

- Business casual dress
- Company events
- Dental care
- Extended health care
- Paid time off
- RRSP match
- Vision care

Contacts

Please apply by sending your resume to careers@samlexamerica.com and putting the position title in the subject line. Our recruitment team will contact select applicants. We thank you for your interest in Samlex America and wish you good fortune.

Company Overview

Samlex America, Inc was incorporated in 1991. **Built on a foundation of respect, customer service, and quality products**, we now serve over 90 countries worldwide. While responding to the market's next-generation power conversion needs, we stay true to our roots by maintaining our commitment to relationships with customers and colleagues. As a manufacturer of quality power conversion products, we provide the versatility to convert the available power to the power that is needed for industries such as Communications, Alternative Energy, Electronics, Fleet, Marine, and RV.

Values:

- **Personal Best:** We have the will to win, the passion for learning, and the desire to get things done.
- **Our Diversity:** We have unique backgrounds, come from different places, and have varied education and experiences.
- **We Care:** We care about our employees, customers, and suppliers, and will do whatever we can to help make working together as easy as possible.
- **Enjoyment:** We choose to have a positive attitude. What we do matters, it should be rewarding, and enjoyable, well beyond financial benefit.
- **Respect:** We are all necessary and depend on one another to ensure the job gets done