



Channel Account Manager

Samlex America / Burnaby, BC / Full-time / Permanent

To support our growing business, we are 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 oversee a portfolio of assigned distributors, develop new business from existing clients, and actively seek new sales opportunities.** You will engage key stakeholders from each account and identify ways to support and grow revenues.

The ideal candidate is early to mid-stages in their career and has experience in the Commercial and Amateur radio space working with such distributors as Talley, Tessco, KGPCo, Gigaparts, and Ham Radio Outlet. You are an experienced outside sales rep with a drive to take the next step in your career from managing a territory to designing and managing our North American strategy.

Areas of Responsibility:

- Maintain and support business from a mature portfolio of distribution customers
- Source and add new channel account 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 local 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 approx. 25% of the time.
- Experience in a B2B environment
- Experience working with/for/in the Distribution Channel
- Experience within the Wireless Communications Market is an asset

Compensation:

- Base Salary
- Bonus
- No cap on commissionable earnings

Benefits:

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

Application Management:

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.