

CGT Limited – Cambridge, ON

Job Title: **Account Manager – NA Pool Sales**
Reports To: **Director, NA Pool Sales**

Department: **Industrial Sales**
Date Posted: **June 18, 2021**

Purpose of Position:

The Account Manager, NA Pool Sales participates in the execution of the Pool division's goals and objectives through planning, implementing, controlling, monitoring and driving the expected results of the Pool Division Business Unit.

Duties and Responsibilities:

- Acts as a subject matter expert and professional advisor to the Director, NA Pool Sales and CGT Management on all aspects of the Pool Division Business Unit.
- Participates in the development, implementation and communication of the sales strategy and plan.
- Achieve objectives of plan by preparing, monitoring, and reacting (taking actions) to results and provides reports on progress.
- Responsible to communicate sales related activities and market information in a timely manner.
- Assist in the resolution of customer issues relating to quality, production, pricing, etc.
- Develop relationships with customers, market influencers, dealers, distributors, and competitors at various levels.
- Establish good working and collaborative relationships with internal customers.
- Negotiate agreements and pricing that maximize benefits to CGT while ensuring customer's ability to be successful.
- Follows and participates in established human resources policies and procedures.
- Other related duties as assigned.

Qualifications (Knowledge, Experience, Skills, Abilities):

- 5+ years of experience in a medium to large industrial manufacturing environment in a senior sales or sales leadership role
- Strong communication skills
- Solid relationship building/networking skills
- Proven experience in sales strategy planning, development, implementation and execution
- Results driven with 'go-getter' attitude
- Excellent presentation skills

Education

- Bachelor of Business Administration OR equivalent.

Working Conditions:

- Usually work in an office, plant, and lab environment, but the mission of the organization may sometimes take them to non-standard workplaces such as customer sites, trade shows and other production facilities.
- Standard 40-hour work week, but additionally will work evening, weekend, and overtime hours to accommodate activities required of the job. This position is not eligible for overtime pay.
- Domestic travel (NA) will be required. The successful candidate will be required to have a valid passport with no limitations for cross-border travel.

Qualified candidates should send their updated resumes to Human Resources at careers@cgtower.com by Wednesday June 30, 2021.

Only those candidates or referrals having the required skills listed in the posting (Education and Experience) will be considered for an interview.

Job applicants requiring disability-related accommodation in order to participate in the selection process should contact Human Resources to communicate any accommodation requirements.

Accommodation will be provided in accordance with Ontario's Human Rights Code.