

Job Description

Opening posting date: June 7, 2017

Closing date:

Job Title: Account Manager

Permanent, 40 Hours per week

Direct report to: TBD

About Comprod:

As a market leader in RF solutions (from indoor and outdoor antennas all the way to filter products and RF systems), Comprod puts innovation and customer satisfaction at the core of its business strategy. Over the past 40 years, we have set ourselves apart by adapting our offering to our client needs and demands, while anticipating future industry trends and opportunities.

Job Description:

We are currently looking for a dynamic person to join our team as an Account Manager. The task entails to manage existing and new client accounts, establish the clients' strategy and manage daily account activities to ensure that the clients' overall goals are achieved. Identify potential clients; determine their potential and establish a business relationship. Accurately documenting contact history in the CRM and keeping upper management informed of all progress. The goal is to grow accounts and develop business in an assigned territory. The ideal candidate will have the opportunity to grow within the company.

Duties of the Account Manager include:

- Qualify a large number of Inbound / Outbound leads.
- Using the telephone and Internet tools, generate meaningful conversations to present our value proposition for business customers.
- Identify the customer needs, and working with team members, develop qualified opportunities.
- Generate opportunities from calling campaigns, for our Enterprise product offering into our US and Canadian markets.
- Follow up on leads and conduct research to identify potential prospects.
- Identify key buying influencers within these prospects to determine budget and timeline.
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel.
- Prepare and analyze sales pipeline reports and dashboards.
- Update CRM information with accuracy.

Manage Client and Affiliate Relationships:

- Manage the on-boarding of new clients, existing clients assigned Territory
- Determine the clients' goals for growth
- Establish and execute clients. Create an action plan based on the strategy set to achieve the clients' goals
- Optimize, negotiate terms, and grow customer base with affiliates through gaining additional exposure
- Recruit and evaluate new customers by Cold Calling “hunter role”.
- Monitor day-to-day account activity

Requirements of the role:

- Bachelor’s degree.
- 2 years of work experience as an Account Manager
- Perfectly bilingual in English, and French (both orally and written).
- Demonstrated ability to work well in a closely-knit team.
- Strong organizational and communication skills.
- Interest or experience in RF Industry, account management, sales or related field
- Ability to build strong client relationships quickly
- Excellent communications skills, in both English and French
- Strong time management skills with the ability to multitask
- Strong proficiency in Word, Excel, Power Point and Outlook
- Strong analytical and planning skills
- Working experience in the affiliate marketing industry or ecommerce (asset)
- Experience using Microsoft NAV, and Microsoft CRM
- Ability to adapt to change and flourish in a dynamic environment.
- A positive attitude + ability to excel under pressure.

Why choose us?

- Permanent full-time position in a thriving and well-established company
- Competitive Base Salary with Commissions
- Generous group insurance plan, including health, dental
- Pleasant and diverse work environment, with an outgoing and collaborative team
- Travel is required 50% of the time
- Vehicle kilometers allowance included (must provide own vehicle and be passport ready)
- Cellphone and laptop offered

Any relevant experience will be taken into consideration.

Please email your résumé to info@comprodc.com with the title of the position as subject line.