

Account Manager Job Posting - Barrie, Ontario

Prodomax Automation is a specialized industrial engineering firm focused on designing complex automation with a blue-chip customer base and a tremendous track record since it was founded in 1971. Prodomax operates from two facilities with a combined footprint of 200,000 square feet and 200+ employees in Barrie, Ontario. In July 2018, Prodomax joined forces with Jenoptik, a globally operating technology group present in more than 80 countries with over 4,000 employees. Jenoptik's key capabilities include optics, lasers, metrology and automation servicing the automotive, life sciences and semi-conductor industries.

We currently have a requirement for an Account Manager to join our team and report to the Director of Sales. The incumbent shall be responsible for managing several accounts, maintaining long-term relationships with key accounts and maximizing sales opportunities, achieving annual sales targets, and coordinating their work with our Process Specialists. Account Managers are also responsible for building relationships with new clients and leading team productivity. Further expansion into the Canadian, United States and Mexican markets is essential to our continued growth together with increasing global opportunities. The candidate shall apply their theoretical and practical knowledge when representing the product/service offered to our clients.

Key Responsibilities:

- Managing client relationships and providing clients with excellent service and support.
- Responsible for managing several accounts and being the face of the company to our clients.
- Championing the customer/client relationship at all levels internally to efficiently represent the customer.
- Leading, training, and managing other members of the account management team and dealing with any issues that may arise.
- Achieving high sales targets and goals while motivating Process Specialists to do the same.
- Working to monthly sales and revenue targets as set by the Director of Sales.
- Building new business relationships using existing industry contacts.
- Giving sales presentations to high-level executives.
- Feeding back all suggestions for improvement and market research to senior staff.
- Ensuring senior staff are aware with all competitive activities within accounts and preventing attrition.
- Researching the target market and finding companies to pursue.
- Attending meetings with potential customers and closing sales.
- Building a sales pipeline to ensure a constant stream of sales.
- Entering all required data for sales into the company system.
- Following up with past customers and cross selling products, Investigating and resolving queries from customers.
- Assisting other members of the sales team.
- Frequent travel and valid passport are requirements and ability to travel throughout USA, Mexico, Canada, and internationally.

Education:

- Degree in Engineering, Business Management or MBA

Requirements:

- Minimum 5 years professional sales experience.
- Previous experience in Account Management, or Territory Sales, and display an attitude that is key to success.
- Highly self-motivated and organized individual.
- Strong account management and relationship building skills.
- Outgoing with an ability to build rapport with people of all backgrounds
- Knowledge of electro-mechanical systems and their application in automation equipment.
- Working knowledge of resistance welding, arc welding, or assembly automation is an asset.
- Training and experience in Key Account Management is an asset.
- Formal sales training and experience in Strategic Selling is a distinct advantage.

In Addition to Company-Wide Personal Competencies:

- Excellent communication skills in order to interact with internal and external customers
- Excellent time management skills to prioritize assignments and plan how best to sequence tasks to meet deadlines
- Ability to work with a team and independently as required
- Possess drive and motivation to continuously learn on the job
- High energy and the flexibility to perform under short time constraints to meet deadlines

Prodomax is minutes away from the GO Station connected to Toronto and close to beautiful Kempenfelt Bay on Lake Simcoe. Barrie has something for everyone. Just ask our people. If this opportunity sounds like an environment you would thrive in, send your submission to hr@prodomax.com.

We have mountain bikers, road bikers, skiers, golfers, runners, video game heroes, musicians, community volunteers, race car drivers, fitness enthusiasts, hockey players, outdoor sportspeople, TV & potato chip experts, single people, family people, and every other variety of people. Everyone is welcome.