

EMPLOYMENT OPPORTUNITY – FULL-TIME POSITION – Etobicoke and Richmond Hill

B2B Account Manager – Reference No. CAL-001

Job Description

The B2B Account Manager is responsible for driving sales through up-selling and cross selling techniques as well as delivering exceptional customer service to our corporate and government customers.

Duties and Responsibilities

- Maintain and grow account base through proper balance of maintenance and prospecting phone calls
- Renew relationships with past buyers to drive future business
- Call “warm sales leads” to build relationships with new clients
- Work with clients to understand their business issues and provide solutions that meet their needs (consultative selling)
- Present promotions and special offers
- Price products as per Tiger Directs pricing policy, offering discounts within agreed limits.
- Monitor the progress of account development
- Achieve up-sell/cross-sell targets to enhance average order value
- Handle, as appropriate, issues pertaining to your customer list
- Follow-up customers’ requests for assistance, literature, price quotes, etc., to establish a high level of service orientation
- Be alert for, and report changes in market conditions, competitive activities, and customer preference/needs
- Maintain designated average of outbound calls per day
- Achieve bi-weekly and quarterly goals
- Attend ongoing training for product knowledge, MACS system and sales techniques

Qualifications

- High School Diploma required; Bachelor’s Degree preferred
- Two to three years of sales experience
- Familiarity with computers and corporate IT infrastructure.
- Goal oriented “can-do” attitude with the ability to be aggressive and persistent
- Enjoy a fast-paced environment and enjoy working with a highly motivated professional sales team
- Excellent written, verbal, and presentation skills are critical

Salary: A gross salary of **\$25,000** per annum plus commissions at **8%** of the Gross Profit up to **\$7,500** and at **11%** after achieving over **\$7,500.00** G.P in any pay period on claimed accounts. A Quarterly bonus of **2%** on the quarterly profit will be paid providing revenue equals a minimum of **\$250,000** per Quarter.

Posting Date: April 1, 2012

Closing Date: April 15, 2012



How to Apply: Please quote reference **#CAL-001** and send targeted resume by email to: **Nigel Campbell – Business Liaison at campbell@costi.org**.

*We thank all applicants for their interest in this job opportunity.
However, only selected candidate(s) will be contacted.*