

## **Account Manager – Manufacturing Division**

Collicutt Energy Services Corp, a leader in customized industrial engine products is currently seeking an Account Manager – Manufacturing Division for North America based out of Central Alberta to join our team. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our client base.

***We offer: Competitive Wages, Solid Group Benefits, RRSP Matching, Referral Bonuses and Course Reimbursements!***

### **Primary Job Functions:**

- Growing the manufactured packaged engine sales customer base
- Keeping up to date with current and new requirements
- Monitoring and applying for RFP/RFQ opportunities
- Customer satisfaction and creating a positive impact on our community
- Quick response to and resolution of customer needs and concerns, and timely feedback on technical proposals and job status
- Making regular sales calls to accounts at their place of business, job sites, and various on site locations
- Express the technical capabilities and benefits of the product and solutions
- Utilizing our pricing structure to quote jobs and day-to-day business to depict an ROI to the customer
- Introducing product lines through marketing and sales campaigns
- Cold calling on potential new accounts and building new relationships
- Creating yearly sales budgets and forecasts
- Developing long-term relationships with key customers, vendors, and associates
- Developing sales strategies and understand company initiatives
- Identifying new business opportunities
- Participating in regular sales team meetings

### **Qualifications and Education requirements:**

- 3-5 years extensive knowledge within the industrial diesel engine industry, and managing a sales territory with a focus on continual growth
- Clean and valid driver's license, passport, and criminal record check

### **Required Competencies:**

- Effective communication skills with a wide range of people including employees, customers, vendors and associates
- Strong industry specific technical knowledge
- Technical knowledge in engines, and power generation
- A self-starter who can take initiative to search for new opportunities
- Available for, and legally able to, travel internationally
- Computer literacy
- Strong understanding of the parts, purchasing and accounting departments and the integral role they play within the company
- High level of initiative, strong analytical and decision-making skills, coupled with exceptional negotiation skills
- Commitment to Collicutt Core Values Core Purpose

The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive team.

We offer a comprehensive compensation package including: solid group benefits, RRSP matching, referral bonus, course reimbursement and access to world class medical specialists through our unique Best Doctor's program as well as an Employee Assistance Program.

Please submit your resume, salary expectation and availability date to [HR@collicutt.com](mailto:HR@collicutt.com).

*No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~  
~ It's Fun to Win ~ Finding a Better Way*

