



Established in 1995, Ontario, Cambrian Solutions is a vibrant sales and marketing company with a primary focus of supplying globally-sourced raw materials and chemicals to our expanding range of customers across Canada. We are a dynamic group of growth focused individuals who pride ourselves on our technical and solutions-oriented approach to our customers' needs.

Cambrian offers a competitive salary in addition to a positive and collaborative corporate culture. We believe in developing people as well as growing our business and make this philosophy a priority. Our head office is located in Oakville, Ontario. Please visit our website at www.cambrian.com to learn more about us.

Position Available: Account Manager - Industrial

Type of Position: Permanent Full-time

Primary Location: Ontario

General Summary

The Account Manager is responsible for the profitable and sustainable growth of the assigned sales territory through new client relationships and current account expansion. The Account Manager develops an in-depth understanding of company products, industry trends and competition, to provide innovative solutions to customers' chemical and industrial raw material needs.

Major Tasks and Responsibilities

Builds New Sales Territory and Develops New Client Relationships

- Increases profitability of assigned territory by prospecting new customers and adding new business to the portfolio
- Incorporates appropriate sales techniques when cold calling and prospecting new customers, ensuring effective communication of Cambrian's brand and market position
- Secures in-person customer visits with purchasing, R&D and sales & marketing contacts at potential customers
- Submits pre-call plans to Commercial Director and Product & Sales Coordinator
- Moves prospects through the Cambrian sales process to secure new business
- Uses appropriate techniques to develop an in-depth understanding of customers' businesses, and to identify potential needs
- Prepares and delivers sales presentations and product demonstrations, where applicable
- Addresses customer questions, concerns and inquiries, with timeliness and accuracy
- Logs call information in standard format within 48 hours of customer visit

Maintains and Expands Current Account Portfolio

- Increases profitability of assigned territory by expanding product sales with existing customers
- Continually seeks to diversify product sales portfolio by initiating new projects that use existing Cambrian products or require the sourcing of new products
- Develops relationships within active accounts with multiple key contacts



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- Moves prospects through the Cambrian sales process to secure new business at existing accounts
- Prepares and delivers sales presentations and product demonstrations, where applicable
- Logs call information in standard format within 48 hours of customer visit
- Cultivates customer relations through interactions at social events, tradeshow and industry functions
- Addresses customer questions, concerns and inquiries, with timeliness and accuracy
- Reviews monthly sales reports to determine any trending with increased or decreased sales by product, and by customer

Research and Market Analysis

- Becomes an expert in end-product industry through research and networking
- Uses acquired industry knowledge to provide innovative solutions to chemical raw material or paper needs

Other Duties and Responsibilities

Internal Relationship Management

- Engages in ongoing communication with Commercial Directors and Sales & Product Coordinators to ensure customer requirements are met
- Participates in status meetings to discuss key accounts and prioritize activities in order to maximize territory growth
- Supports the internal shared resource teams (accounting, customer service, logistics, operations, marketing), as required

Administration

- Makes travel arrangements, while working within policy guidelines
- Completes monthly expense reports as directed by accounting department
- Updates eChempax with pertinent information
- Sends out credit applications to all new customers
- Sends out quotes to new/existing customers and requests samples, as required

Education/Experience/Required Knowledge and Skills

- University or College degree, preferably in Chemistry or Chemical Engineering, or equivalent combination of education and experience
- 5 years Industry sales experience is considered an asset
- Proven ability to convert prospects to new business
- Strong organization, interpersonal and presentation skills
- Effective written and verbal communication skills, and ability to adapt communication style to the audience
- Exhibits good judgment and professionalism when dealing with both customers and internal team members



- Self-motivation, high energy, an engaging level of enthusiasm and a positive outlook
- Ability to negotiate win-win situations
- Software knowledge of Microsoft Office Suite (Outlook, Word, Excel and PowerPoint)
- Familiarity with Customer Relationship Management (CRM) software
- Willingness to travel
- Valid Driver's License and evidence of Insurability

Work Environment and Conditions

- Home office, head office, customer locations, vehicle
- Business travel as required

If you are interested in joining our team, please forward your resume and cover letter to careers@cambrian.com, Attn: Account Manager - Industrial

**Please note that ONLY candidates selected for an interview will be contacted.*