



**SANI MARC.**

**Sani Marc Group,  
including its three divisions,  
is the Expert in Sanitation  
and Cleaning Solutions  
specializing in the Food &  
Beverage, Hygiene & Health  
and Pool & Spa industries  
in Canada.**

Are values like **respect, willingness to listen, initiative and trust** important to you? Sani Marc Group fully supports these **values** and believes that they are at the **heart of our success**, since they strengthen our team and enable everyone to reach their full potential. Join a dynamic company that offers high-quality sanitation products, systems and solutions. At Sani Marc Group, we believe that building customer relationships based on partnership is essential. Be part of a company for which "service" means everything.

## Sani Marc | Wood Wyant

### The Experts in Sanitation Solutions

42, rue de l'Artisan,  
Victoriaville (Québec) G6P 7E3  
T 819 758-1541 | 1 800 567-2525  
F 819-758-5800

We are looking for the ideal candidate to join our team for the position of:

## Account Manager

Sani Marc Group, Food & Beverage Division

### Tasks

Reporting to the Sales Manager, the Account Manager performs the following tasks:

- | Prepare a sales plan and establish objectives:
  - Develop strategic sales plan for each client based on client type
  - Prepare and deliver sales presentations on Sani Marc innovative products, equipment and services
  - Prepare an operational plan in order to optimize client's sanitation budget
- | Implement sales plan by soliciting potential customers to develop new business:
  - Evaluate and validate processes, procedures and operational efficiencies
  - Manage Sani Marc products and equipment
  - Recommend new procedures (if required) to improve operational efficiencies
  - Communicate effectively with all levels of plant staff; build strong business relationships and networks
- | Build a solid understanding of Sani Marc products, plant sanitation operations, customer business objectives, and applicable government regulations.
- | Provide industry expertise to customers in terms of sanitation and food safety that impact product quality and operations.
- | Prepare and perform training to employees.
- | Develop and install Sani Marc's proprietary CEPS programs:
  - Train and provide support to CEPS program users
- | Report to immediate supervisor all strategic information or issues and all unusual requests not in accordance with established procedure.

### Requirements

- | Completed high school diploma or equivalent
- | BS/BA degree in food or agricultural science or any other relevant training and/or experience (recommended)
- | Experience in food and beverage manufacturing environment AND/OR selling into food manufacturing environments in technical sales
- | Mechanical aptitude and problem solving skills enabling you to install, troubleshoot and repair equipment and dispensing systems
- | Valid driver's license and acceptable motor vehicle record
- | Ability to work with Microsoft Office suite and other software based on the Windows environment
- | Willingness and ability to work varying hours
- | Willingness and ability to travel throughout a geographic territory
- | Ability to take initiative, work independently and be accountable
- | Strong follow-through and organizational skills

**Our Human Resources...** The essence of our innovation!



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### Working Conditions

- | Location: Covered areas: Alberta. The office is located in Calgary.
- | Permanent position; eligibility to the Company's group insurance plan after three (3) months of service and to the pension plan after one (1) year of continuous service.

Interested in the position and have the required skills? Email your application to [cv@sanimarc.com](mailto:cv@sanimarc.com)

*\* Sani Marc Group subscribes to the principles of employment equity*