

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



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The Sani Marc Group, including its three (3) divisions, is the Expert in Sanitation and Cleaning Solutions specialized in the Food & Beverage, Hygiene & Health and Pool & Spa industries in Canada.

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

Account Manager Wood Wyant Division

Tasks

Reporting to the Alberta District Manager, the Account Manager performs the following tasks:

- Plan sales activities in our market;
- Solicit and develop new business in the territory;
- Develop strategic sales plan for each client based on client type;
- Manage existing accounts in order to meet and exceed objectives;
- Increase profitability and maintain good business relationships;
- Meet customer needs;
- Communicate competitive market intelligence information inward;
- Communicate account changes that may influence our day to day relations with accounts;
- Complete Web Survey customer reports on a timely basis as well as other policies or processes initiated from time to time according and based on corporate needs and requests.

Requirements

- Hold a post-secondary diploma and/or equivalent experience in sales and/or marketing;
- Has the expertise to establish a climate of confidence with the customers' decision-makers;
- Results/solutions-oriented experienced negotiator;
- Ability to interact and communicate with people;
- Industrial sector or related products;
- Excellent oral and written communication;
- Good knowledge of Microsoft tools;
- Knowledge of chemical products would be an asset.

Working Conditions

- Location: Edmonton, Alberta.
- 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.
- Wood Wyant offers a generous compensation package including base salary, car allowance and commission structure.

You are interested in the position and you have the skills required?

Submit your application by **November 15, 2013** at cv@sanimarc.com

Internal candidate: You must have two (2) years of seniority in your current position otherwise you must obtain an authorization from Senior Management.

* The Sani Marc Group subscribes to the principles of employment equity.



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GROUP

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woodwyant.com

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