

Account Manager, ChemCare

Location: Toronto, ON

What you will do:

- Maintain a working relationship with established customers, including keeping records of customer's business and its specific problems, attending and participating in Company and suppliers' sales meetings.
- Call on established customers to sell Company's products and services, including explaining Company products and services, demonstrating and/or showing ChemCare services, securing and renewing sales orders, and arranging delivery
- Cold calling new prospective customers to learn identify new opportunities.
- Develop knowledge of the waste industry and regulations.
- Develop a working relationship with Company staff to ensure customer needs and problems are handled
- Provide customer service with specific customer information necessary to expedite orders and serve customers
- Inform ChemCare customer service representative of any urgent orders or problems
- Proactively plan customer visits 1-2 weeks in advance
- Other duties as required

Qualifications:

- University degree in a related field (i.e. chemistry, sales) and two (2) years of outside sales experience is required
- Must have excellent relationship building skills for interfacing with internal/external customers and suppliers
- Very strong organizational skills with ability work independently is required
- Must possess strong written and oral communication skills as well as strong PC skills
- Must be a team player who is customer oriented

We have:

- Competitive wages
- A pleasant place to work with the best co-workers around
- Enjoyable company events throughout the year

How do I apply?

Please send your resume and cover letter in Word or PDF format to toronto.hr@univarcanda.com . Please indicate the job title and location (Account Manager, ChemCare - Toronto) in the subject line of your email. Please note that candidates are subject to background and reference checks. Thank you for your interest in Univar.

About Univar

Univar Canada is the leading distributor of chemistry and related innovative products and services in Canada. We provide more chemical products and related services than any other company in the marketplace. Our wide distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers.

Safety is our first priority, both the starting point and foundation for all aspects of our global business operations. Safe transport and storage of products, safe operational practices and safe working conditions enable us to protect our employees, customers, suppliers and the environment.

To read more about our successes and what we do, please visit: www.univar.com.