

Account Manager

Are you looking for an extremely rewarding Sales Account Manager position within a focused industry, which will further develop your outbound sales, communication and relationship-building skills?

Join Univar Solutions, a world leader of Chemical Distribution, listed as one of Fortune 500 companies. Established in 1924 and with over 90 years of industry knowledge and expertise, we provide more chemical products, ingredients and related services than any other company in the marketplace. With locations in about 130 countries and over 10,600 employees Worldwide, we are committed to innovation, teamwork, growth and safety. Univar Solutions is on a mission to redefine distribution and be the most valued chemical and ingredient distributor on the planet! Read more about us at: <https://www.univarsolutions.com/>.

Our Dorval facility is now searching for a talented, hands-on and goal-oriented individual who likes to surpass the goals and excel in a fast-paced environment. A big portion of the job includes meeting clients face-to-face and exploring new prospects; this will include travelling, work from home and company car perks.

What you will do:

- Responsible for actively managing and growing sales, primarily in the Oil & Gas industry
- Accountable for new business development
- Work with the industry leading management team to develop strategic product & service solutions
- Tailor and implement territory strategies to optimize growth in alignment with corporate objectives
- Create and foster relationships through multilevel selling with multiple corporate customers
- Provide reporting and analysis on sales results, regional market trends, and competitive updates; deliver product and consolidated sales forecasts
- Actively communicate updates in the CRM tool to maintain information and accurate reporting
- Collaborate with internal support staff; other duties assigned as required

Qualifications:

- College diploma or University degree; specialized training in a related field is an asset (i.e. Chemistry, Business Administration, etc.)
- At least 2 years of experience in sales is required; outbound sales and industrial chemical sales are considered a strong asset
- A sound understanding of the oil & gas market is considered an asset
- A technical background is considered an asset, with an understanding of raw materials and their applications
- Must be self-motivated, have people skills and be able to effectively communicate with internal/external stakeholders at all levels
- Must have strong organizational skills, be able to work independently and demonstrate initiative
- Must be a team player who is customer oriented

We offer:

- Competitive Compensation Package: base and performance incentive plan
- Generous Retirement Contributions
- Great benefits including medical, dental, eyecare and more!
- Perks: Company car, cellphone, laptop, expense credit card
- An experience to work independently, make your own schedule to plan customer/vendor meetings and have the ability to work from home for some portion of the job
- A pleasant and supportive place to work with the best co-workers out there
- Enjoyable company events throughout the year: summer BBQ's, golf tournaments, and more!
- Training and education reimbursement programs

*Join our team today – challenge your limits. **Innovate. Grow. Together.***