

Account Manager – Oil Sands & Refining

Location: Edmonton, AB

Job ID Number: AMOSR1904

At Univar, we believe our culture is second to none. Imagine the stability of a multi-national corporation, with the comradery of a start-up. We foster a friendly, welcoming, high-performance environment where every idea and initiative is given the respect and attention it deserves. We're proud to offer our employees:

- Competitive salaries
- Comprehensive Medical/dental benefits
- Industry leading pension plan
- Bonus opportunities
- Paid training and development programs at every level
- Global career advancement and mentoring opportunities
- Education allowance

Our team is successful due to our mix of diverse backgrounds, education, experience and careers, and we are proud to be included on the Alberta Top 75 Employer list and a recipient of Canada's Safest Employer award!

About the position

Reporting to the Sales Manager, the Account Manager has overall responsibility for all accounts assigned within a geographic area to grow profit for Univar's market share using consultative selling process. The successful candidate identifies and captures new business opportunities at existing accounts and prospective new accounts. This role is ideal for an experienced sales professional, ideally with experience in oil sands facilities and refineries, who has a thorough understanding of the Northern Alberta area and what makes the clients and businesses in this territory unique.

What you'll do

- Implement strategic plan to increase market share and profitability for commodity and specialty chemicals.
- Collaborate with technical specialists and supplier representatives to provide technical support on specialty products.
- Calls on established customers, as well as actively working on growing new business opportunities
- Co-ordinates with Customer Service, Warehouse & Shipping staff to maintain customer service levels and ensure resolution of complaints
- Co-ordinates with Purchasing staff to ensure availability of product and meet customer delivery requirements.
- Proactively plans customer visits 1-2 weeks in advance.
- Utilize Salesforce.com to manage customer information during all planning phases
- Out of town travel is expected. Estimated at 5 to 6 nights per month.

What we would like from you

- 2-3 years (or more) previous sales and/or customer service experience preferred
- Chemical sales experience is a strong asset
- Effective and engaging communication skills
- Self-motivated and able to work within company policy where experience and independent judgment is demonstrated
- Ability to relate to, and communicate with, individuals at all levels

What do we do?

Univar is a leading global chemical distributor of industrial and specialty chemicals, food ingredients and related products and services. Our wide Canadian distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers. Across North America, Europe, the Asia-Pacific region, and Latin America, our nearly 9,000 employees serve over 100,000 customers, representing nearly every major industry and a highly diverse set of end markets.

Safety is our top priority, the 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

Sounds awesome? Here's how you apply:

Please send your resume and cover letter in Word or PDF format to univarjobs@univarcanda.com. Indicate the job identification number in the subject line of your email. Please note; all candidates are subject to background and reference checks. Although we appreciate all applications, only those selected for an interview will be contacted. Thank you for your interest in Univar.