

Sales Account Manager

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Company: CB Canada

Location: Calgary

Category: other-general

Calgary, Alberta

Sales Account Manager

From \$80,000 to \$100,000 per year

Spend your work week in the field, not at your desk. As a member of Uline's sales team, you'll meet with customers on-site and help them grow their business with products you're proud to deliver. With territories across North America, grow your sales career with Uline.

Position Responsibilities

Manage and grow existing accounts and use your outside sales manager experience to prospect and develop new business.

Spend Mondays in-office planning your week, then make in-person sales visits Tuesday - Friday.

Understand customer needs through bi-annual, on-site consultation.

Provide effective solutions for customers, including recommendations from our catalog of 40,000 quality products, as well as incentives.

Deliver strong customer service supported by our Call Center and Administrative teams.

Why Uline?

We advocate for employee development through:

Ownership Over Your Work

Act as “CEO” of your territory, managing thousands of accounts in all industries.

Opportunities to travel to new markets.

Training

Initial 4 weeks of training followed by 12-week mentorship program.

Continuous development through joint calls with leadership.

Teamwork & Knowledge

Dynamic support from the Sales team, Corporate leaders, Customer Service and Warehouse operations.

Weekly sales meetings to expand product knowledge and share best practices.

Minimum Requirements

High school diploma or equivalent. Bachelor’s degree **preferred**.

3+ years outside sales representative / sales account manager experience.

Valid driver’s license and excellent driving record.

Thrive in a dynamic, exciting work environment.

Excellent communication, problem-solving and presentation skills.

Benefits

Company-paid extended health coverage that includes medical, dental and vision after only 30 days.

Basic life insurance, disability and wellness programs.

RRSP with 5% employer match, eligible after 30 days.

Paid holidays and generous paid time off.

Bonus programs that include annual performance, sales goals and profit sharing.

Monthly internet / cell phone allowance and car mileage reimbursement.

Tuition assistance program that covers professional continuing education.

About Uline

Uline is North America's leading distributor of shipping, industrial and packaging materials. We're a family-owned company known for incredible service, quality products and same-day shipping of our huge in-stock inventory. With over 8,500 employees across 12 locations, it's time you joined Uline.

Uline is proud to operate as a drug-free workplace

Uline is an Equal Opportunity Employer

#LI-BA2

(#IN-EDMSLS)

Our employees make the difference and we are committed to offering exceptional benefits and perks! Explore <https://www.uline.jobs/#working-here> Uline.jobs to learn more!

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