



Senior Account Managers

Canadian Air & Water, Inc., an exclusive supplier of air and water disinfection systems for Canada, is seeking two Senior Account Managers to join its growing team in Newfoundland. Our **ecosolutions™** line of products deliver integrated systems to residential, commercial, industrial and institutional customers through business-to-business marketing across Canada. **One position will be dedicated to air equipment sales and one position will be dedicated to water equipment sales.**

Required Skills:

The ideal candidate will possess the following skills:

- A minimum of 2 years commercial sales experience
- Educated, professional, highly motivated and comfortable dealing with senior executives and business owners
- Ability to articulate business benefits in technical and non-technical terms to engineers or people with little or no technical background
- Strong capability with Microsoft Office software
- Excellent written and spoken communication skills in English
- Excellent organizational and time management skills managing multiple tasks
- Ability to establish priorities, meet deadlines and work independently or collaboratively
- Self-motivated with inherent high level of energy and initiative
- Previous experience in, or knowledge of, engineering, architecture, HVAC, building supplies
- Strong knowledge and experience in selling total, technical solutions

Principal Responsibilities:

- Promote disinfection solutions
- Initiate ongoing sales calls and take incoming calls from prospective clients
- Conduct online product demonstrations
- Qualify, negotiate and close sales opportunities
- Achieve monthly sales performance targets
- Build satisfied repeat-business clientele
- Provide input into sales strategy and the Sales and Marketing Plan for air and water division
- Support and perform online and offline marketing, promotion and training initiatives
- Work with and coordinate activities of technicians and support personnel during the sales process

Our compensation package is competitive consisting of a negotiable base salary plus commissions. There is a bonus system offering aggressive incentives for high-achievers.

Please forward your resume to careers@canadianair-water.com citing "Position 10033" in the subject heading. Only those candidates selected will be called for an interview.

We are an equal opportunity employer.