

## **Account Manager – Back Up Generator Division**

Collicutt Energy Services Corp, a leader in the power generation and natural gas industry, is currently seeking a Sales Account Manager for Central Alberta to join our team. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our client base.

### **The successful candidate will be responsible for:**

- Growing the backup generator sales and maintenance customer base
- Keeping up to date with current and new CSA generator maintenance requirements
- Monitoring and applying for RFP/RFQ opportunities
- Customer satisfaction and creating a positive impact on our community
- Quick response to and resolution of customer needs and concerns, and timely feedback on technical proposals and job status
- Making regular sales calls to accounts at their place of business, job sites, and various on site locations
- Express the technical capabilities and benefits of the product and solutions
- Utilizing our pricing structure to quote jobs and day-to-day business to depict an ROI to the customer
- Introducing product lines through marketing and sales campaigns
- Cold calling on potential new accounts and building new relationships
- Creating yearly sales budgets and forecasts
- Developing long-term relationships with key customers, vendors and associates
- Developing sales strategies and understand company initiatives
- Identifying new business opportunities
- Participating in regular sales team meetings

### **The position requires:**

- 3-5 years extensive knowledge within the Power Generation industry, and managing a sales territory with a focus on continual growth
- Effective communication skills with a wide range of people including employees, customers, vendors and associates
- Strong industry specific technical knowledge
- Technical knowledge in engines, and power generation
- A self-starter who can take initiative to search for new opportunities
- Computer literacy
- Clean and valid driver's license and Criminal record check
- Strong understanding of the parts, purchasing and accounting departments and the integral role they play within the company
- Depending on the candidates home location, the ability to work from home
- High level of initiative, strong analytical and decision-making skills, coupled with exceptional negotiation skills

This is an excellent opportunity to join a dynamic and growing organization. The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive Team.

If you are interested in this exciting opportunity that offers endless learning opportunities, a safety first philosophy, mutual commitment, fun, and community involvement, then don't wait any longer! Come be part of our FAMILY.

Please submit your resume to Stacey Dawson in Microsoft Word format, along with your salary expectation, and availability date to [hr@collicutt.com](mailto:hr@collicutt.com) or fax to 403-309-9605.

*No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~*

*~ It's Fun to Win ~ Finding a Better Way*

