



## CAREER OPPORTUNITY

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| Location                          | Brandon Branch                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | City    | Brandon, MB |
| Position                          | Account Manager                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Job ID# | 5333        |
| Reporting To                      | Manager of Sales                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |         |             |
| <b>To Apply to this Position:</b> | <ul style="list-style-type: none"> <li>➤ <b>Please go to: <a href="http://www.Agwest.com">www.Agwest.com</a></b></li> <li>➤ <b>Click “Careers”</b></li> <li>➤ <b>Select a job and then hit “Apply Now”</b></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |         |             |
| Position Overview                 | Our Account Manager is essential to the ongoing business development efforts of the Sales Team and is the primary customer contact responsible for managing the trusted relationship between AgWest and our key customer accounts.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |         |             |
| Key Accountabilities              | <ul style="list-style-type: none"> <li>• Demonstrate safe, environmentally sound and healthy work behaviours at all times, in support of AgWest’s Health and Safety Policies, Programs and initiatives</li> <li>• Expand market opportunities for existing and new customers within the assigned territory</li> <li>• Develop strategies and plans to increase opportunities within assigned customer accounts</li> <li>• Maintain customer relationships with all key influencers at multiple levels</li> <li>• Prepare annual business account plans and set objectives</li> <li>• Perform product demonstrations and provide details on features and benefits</li> <li>• Interpret specifications and identify appropriate equipment applications and attachments to meet customer requirements</li> <li>• Assist customers with purchasing options by remaining current on competitive marketplace to ensure customers receive the best value possible</li> <li>• Conduct after sale follow up and provide additional information to handle customer concerns</li> <li>• Update customer profiles weekly and monthly within the territory plans for effective customer management</li> <li>• Required to travel on an ongoing basis in order to maintain these critical customer relationships</li> </ul> |         |             |
| Key Qualifications                | <ul style="list-style-type: none"> <li>• Post Secondary Education and 5+ years heavy equipment sales experience</li> <li>• Technical aptitude and agility with a proven sales track record and strong negotiation skills</li> <li>• Safety conscious, highly influential with superior interpersonal and communication skills</li> <li>• Customer-centric, flexible, diplomatic, collaborative, excellent presentation skills with a continuous improvement mindset</li> <li>• Motivate others to adapt to changing priorities and environments</li> <li>• Solid business acumen with established capacity to build trusted internal and external relationships at all levels in all areas</li> <li>• Creative marketing aptitude with enhanced listening skills and current on market conditions and business drivers</li> <li>• Willing and able to travel periodically and must have a valid driver’s licence and clean abstract</li> <li>• Deliver results in a fast-paced, demanding deadline driven environment</li> <li>• Computer literate and proficient with Microsoft Office Applications (experience on DBS and SIS or other CRMs would be an asset)</li> </ul> <p style="text-align: center;"><b><i>AgWest is an equal opportunity employer who recognizes and values diversity.</i></b></p>     |         |             |

***Internal applicants must apply online no later than November 21<sup>st</sup>, 2018.***