

Business Development & Account Manager

Triangle Fluid Controls Ltd., Belleville, Ontario 10/02/2015

Overview

The Business Development and Account Manager is responsible for driving growth of the company by generating new business opportunities, support and maintenance of accounts, as well as motivating employees. Since a key component of this job is strategic planning, the Business Development and Account Manager must have thorough knowledge of the company's competitors and the marketplace. He or she will work closely with the sales and marketing departments to identify and secure new clients, craft proposals and quotations, and review and maintain contracts.

Primary Responsibilities

- Territory management and primary travel throughout assigned territory of Ontario and Manitoba, to call on regular and prospective customers in order to establish relationships, to solicit orders and regular reoccurring business
- Identify new business opportunities – cold calling or prospecting for potential clients, new markets, new partnerships, new ways to reach existing markets, or new product or service offerings to better meet the needs of existing markets
- Generate sales leads
- Initiate and manage business relationships with clients (client retention – by presenting new products and services to enhance existing relationships)
- Achieve a high level of customer satisfaction through availability, communication and effective follow up
- Actively maintains and updates the status of accounts, projects, and contact and ensures information entered into CRM is managed and accurate, submitting weekly progress reports (FARs)
- Interprets, comprehends and applies complex material, data and instructions. Prepares, provides and conveys diversified information which may be of a technical nature.
- Develops and maintains current product knowledge. Keeps informed of market, new products or services, applications, regulations, technical information, competition, warranties and product reliability and other general information of interest to the customer.
- Attend industry functions, all necessary training and meetings (internal and external) such as association events and conferences, networking-provide feedback and information on market and creative trends, reviews professional publications

Support Functions

- Development of strategic marketing strategies by assessing growth opportunities, competitive analysis, and conveying the voice of the customer with participation from the marketing department
- Accurately conveys customer requirements to internal Engineering and Operational Management teams.

- Prepare presentations, coordinates on-the-job training to customers and their employees training
- Oversees and supports business activity from others sales team members across Canada
- Good inter-personal skills in order to network effectively across internal and external business interfaces and with staff of different disciplines and seniority levels

Measure of Performance

- Fulfilment of Business Plan (growth targets)
- Number of successfully established business relationships
- Number and size of approved new product projects
- Meets requirements of social media activity (frequency, types, etc.)

Candidate Profile

- Knowledge of: Sales Information System, Customer Order Process
- Experience and Knowledge of gasket industry, product specifications, manufacturing processes/capabilities, materials and product cost/pricing is an asset
- Knowledge of the products, industry/market, the solutions and services the company and its competitors can provide
- Strong business acumen
- Strong research and market research skills
- Excellent quantitative and analytical skills
- Excellent people and communication skills, verbal, listening and written
- Excellent negotiating and closing skills
- Education – BA or BS preferred (preference given to)
- Business development/sales experience –3- 5 years min in a sales/business development position, preferably an industrial products business
- History of developing a sales territory from scratch
- Excellent networking skills
- Mechanical aptitude
- Strong presentation skills
- Conflict resolution and problem solving skills
- Willingness to learn
- Punctuality and excellent time management skills
- Must possess a valid driver's license and a valid passport
- Must have reliable transportation and proof of auto insurance
- Microsoft Excel, Microsoft Word, Microsoft Outlook, PowerPoint (Microsoft Office, CRM Software-ACT! preferred)
- Confidence, honesty, integrity, positive attitude, self-motivated, energetic, organized, ethical
- Provides information for management by preparing short-term and long-term product sales forecasts and special reports and analyses; answering questions and requests

Job Location

The Head Office is located in Belleville, Ontario. An ideal candidate would have a home office and be located in the Southern Ontario Region. Travel within North America.

Position Type

Full time

The salary structure will be 100% commissioned with a base annual draw of \$30,000 - \$40,000 per year based on qualifications.

About the Company



Triangle Fluid Controls Ltd.[®]

Triangle Fluid Controls, based in Belleville, Ontario, Canada, is a market-driven and technology based company serving customers throughout the world with innovative fluid sealing and pump protection products. TFC serves a wide range of end-user customers whose success depends on the reliable performance of their equipment and piping systems. TFC was awarded the 2014 Manufacturer of the Year for the Quinte Business Achievement Awards recognizing business excellence across the Quinte region. Visit our website at www.trianglefluid.com

Benefits of the Company

Compensation for the position will be based upon the incumbent's experience and ability to make an immediate impact on the business. Above average benefits (health, drugs, vision, dental) and pension plan are provided. As a Business Development and Account Manager, the position also includes vehicle and mileage allowance, paid business expenses, company laptop and cell phone.

Notes:

The duties listed are intended only as illustrations of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if the work is similar, related or a logical assignment to the position.

Please forward resumes to: Mike Shorts at mike@trianglefluid.com

Deadline Submission: Friday October 23, 2015