

Jan 10, 2025

Account Manager: Leamington/Kingsville

Royal Brinkman Canada Inc. is a subsidiary of Royal Brinkman International, a 140-year-old company based in the Netherlands that is a leading supplier to the professional greenhouse horticulture sector. This family-owned organization is dedicated to creating a better and sustainable future for the entrepreneur in protected horticulture.

https://youtu.be/YFj_haaUDhs

Based out of our Kingsville office, the ideal candidate should be well organized and be able to manage the daily operations of account management. The candidate must be able to develop a territory sales plan that reflects revenue objectives outlined in the overall commercial sales plan. The candidate must have entrepreneurial ability and be able to understand the clients' business and develop innovative strategies to promote products and services to meet the unique challenges of each client.

Duties of successful candidate include:

- Account management.
- Develop and execute regional sales plan.
- Identify opportunities and solicit new customer.
- The ability to develop a strong understanding of a diverse product portfolio including features, benefits and proper timing.
- Maintain CRM records.
- Collaborate with inhouse specialists to determine the correct products and services for clients' needs.
- Provide an account of activities (CRM) and results achieved in their territory.
- Conduct complex sales interviews, and independently discover sales opportunities, translating these into sales results.
- Work well with other departments to achieve overall company goals.
- Have a customer-oriented sales approach and achieve a high level of customer satisfaction.

Qualifications and experience:

- University or College education majoring in business, horticulture, or science.
- 3-5 years sales experience.
- Horticultural, greenhouse or on farm experience a benefit.
- Possess the desire and skills to make face-to-face sales calls on a regular basis.
- Must be energized by making connections and working with growers to solve problems and improve profitability.
- Complete proficiency with Microsoft products (Word, Excel, PowerPoint, and Outlook).
- Excellent written and verbal communication skills.
- Strong time management and organizational skills.
- Ability to work independently and solve problems.
- An independent learner with the desire to learn and understand product features and benefits and best use for optimal production.
- Demonstrate professionalism, diplomacy and good work ethic.

- Candidate needs to be courteous, patient and an enthusiastic team player; self-motivated, with the ability to work independently with limited direct supervision.

Competitive compensation based on qualifications and experience. References required.

Please send CV with cover letter to: admin@royalbrinkman.com No agencies please.