

PRS JOB #	2036
JOB TITLE	National Accounts Manager – Construction Products
JOB LOCATION	Toronto region consideration will be given to a top rated candidate located elsewhere in Canada
REMUNERATION	Competitive base salary, sales incentive program, company vehicle, employee benefits
ABOUT THE COMPANY	The company is an established national supplier of construction products
JOB DESCRIPTION	<p>As a National Accounts Manager you will oversee business development of the company’s construction products for the assigned National Account customers Grow the company’s revenues and market share with existing National Account customers by evaluating the customer’s needs and designing the right type of program for them – travel for this role is up to 40%, primarily in Eastern Canada.</p> <p>Manage and attend National Account Buying Trade Shows</p> <p>Establish and review pricing programs and strategy that may also include product rationalization, product transition, PlanOGRAMs, and new product launches. Maintenance of online portals, customer website content, and future marketing opportunities to the E-Commerce side off the business.</p> <p>Work with the company’s regional branch offices and warehouse teams to effectively provide our customers with superior customer service. Participate in meetings with various stake holders on a regular basis and availability to provide leadership when required. Maintaining office time in one of our facilities on a weekly basis will be required. Periodically working with Sales teams on how to sell to and maintain National Account customers.</p>
CANDIDATE QUALIFICATIONS & COMPETENCIES	<p>We are seeking a progressive leader who will be a leader in servicing our National Account customers. This customer base is defined as Home Centres, Buying Groups, and Co-op customers based in all provinces and territories within Canada.</p> <p>You will help move our teams to create, maintain, and extend our competitive advantages in the market. Utilizing your organizational, analytical, and administrative skills, you will facilitate growth strategies, product forecasting, product transitioning including rationalization, and analyzing sales metrics.</p> <ol style="list-style-type: none"> 1. Bachelor’s Degree (BA/BS/BBA), with an emphasis in business or marketing. 2. 5+ years of related experience and/or training, including exposure to the DIY Home Centre channel, with experience with retail Plan-O-Gram product placement strategies. 3. Results driven with experience in Sales, Communication, Problem Solving, and Leadership. 4. Previous E-commerce experience on a national level. Ability to strategize and grow the customer’s online business using our company’s marketing collateral. 5. Experience in Relationship building both with internal and external customers. <p>Ability to use computers and mobile devices including apps/software: Microsoft Office,</p>

<p>CANDIDATE 'FIT'</p>	<p>Salesforce, SAP, and other company owned/contracted software. High degree of proficiency in Excel and PowerPoint required.</p> <p>Able and willing to re-adjust priorities to respond to changing customer needs. Recognize potentially adverse customer reactions and develop better alternatives. Set priorities, goals, and timelines to achieve maximum productivity. Manage multiple projects and competing priorities. Display a high level of initiative and effort to completing tasks.</p> <p>Mathematic Reasoning including business accounting, probability, and statistics. Excellent ability to communicate in English language. Candidates with abilities to communicate in French language will be viewed favourably.</p> <p>The proven ability to:</p> <ul style="list-style-type: none">• speak effectively and present information to groups of managers, clients, customers, and the general public.• read, analyze, and interpret common technical journals, financial reports, and legal documents.• write in a clear, concise, organized, and convincing manner for the intended audience.
<p>HOW TO APPLY</p>	<p>Please email your resume (cover letter optional) to info@philiprecruitment.com</p> <p><i>We thank all applicants for their interest, however, only those selected for an interview will be contacted.</i></p> <p><i>If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.</i></p>