



**JOB TITLE:** Regional Account Manager, Ottawa

**LOCATION:** Ottawa, ON

**SALARY RANGE:** \$68,200 to \$76,800 per annum plus uncapped commission plan

**APPLICATION SUBMISSION DEADLINE:** Open until filled.

BigSteelBox - Canada's most diversified shipping container company, has recently experienced exceptional growth and has exciting expansion plans for the future. To meet this growth, we are looking for a full-time, experienced Regional Account Manager to join our growing team. The candidate will be a business-savvy accounts manager who has proven success in managing and growing revenue and margin inside small, medium and large accounts. The position requires a results-oriented professional who has built and maintained mutually beneficial relationships with key clients. Overtime and extensive travel may be required.

Reporting to the Ontario General Manager, and starting as soon as possible, this is a permanent full-time position, Monday to Friday, offering a competitive base salary and an incentive scheme currently based on margin. Benefits and an RRSP matching program will be provided after three months. Subject to employee suitability and operational requirements, the successful candidate will be working from home, on the road and at our store locations within the territory.

### **Why should you work at BigSteelBox?**

Working for BigSteelBox can provide a challenging and rewarding career with opportunities for growth, a positive work environment, and the chance to be part of a team that impacts businesses and communities. We have fun" is one of our core values. While we take our business and responsibilities seriously, we also know life is better when you enjoy your day! We are proud to be certified as a Great Place to Work<sup>®</sup>! This certification is awarded after a thorough, independent analysis conducted by Great Place to Work Institute<sup>®</sup> Canada. Visit our [website](#) to learn more about our [core values](#) and what drives our BigSteelBox family. Go ahead and apply. It could be the best decision you'll make today!

### **REQUIRED EXPERIENCE AND QUALIFICATIONS:**

- 2-3 + years of outside sales experience.
- Experience selling to the construction, retail, equipment rental, or manufacturing industry is preferred.
- Alternatively, warehousing or transportation sales experience is useful.
- Experience with Sandler Training is an asset.
- Previous Sales Training certification/completion
- A valid driver's license is required.
- A good working knowledge of the Microsoft Office suite is required.
- A proven track record of being able to conduct presentations and meetings in person and online.
- A proven track record of hunting for and acquiring new small to large-sized accounts.
- A proven track record of growing existing customers.

#### **PRIMARY RESPONSIBILITIES:**

- Ability to quickly integrate yourself into a company's organization and culture.
- Ability to quickly gain trust and collaborate well internally.
- Assist assigned region in driving revenue and margin through face-to-face customer contact.
- Collaborate with other departments to align customer success with business goals.
- Meeting minimum sales activity expectations, which will include phone calls, field visits, customer meetings and proposals.
- Developing and implementing plans for key regional accounts in order to expand the business for both existing products and new launches.
- Ability to quickly create rapport and bond with Prospects and Customers.
- Research potential customers and identify key decision-makers to help grow BigSteelBox commercial revenue.
- Prepare and deliver sales presentations to key decision-makers in current and potential accounts.
- Maintaining a high degree of commitment to relationship building and customer satisfaction.
- Evaluating the effectiveness of executed plans with a constant improvement approach.
- Demonstrate a consistent drive for learning and self-improvement through sales training and other activities.
- Recording all sales activities.
- Presenting periodic reports that track progress in the pursuit of business objectives.

#### **REQUIRED SKILLS/CORE COMPETENCIES:**

- Networking and Relationship Building - Networks and builds working relationships to respond to current and future needs.
- Adaptability & Change Management - Recognizing potential situations and responding with solutions, tactics or approaches to reduce or eliminate issues.
- Communication - Adapts communication to respond to an audience or situational requirements.
- Negotiation - Includes organizational needs and initiatives in order to develop solutions that build momentum.
- Drive for Results - Demonstrates a focus on finishing all tasks assigned in a timely manner while taking complete ownership of tasks.
- Sales Process – A demonstrated understanding and consistent use within your role.
- Customer Orientation - Ensures that activities focus on meeting customer needs.

We thank all applicants in advance. However, only those selected for an interview will be contacted.