



B.G.E. SERVICE & SUPPLY LTD.

Business Development Account Manager

B.G.E. Service & Supply Ltd. provides quality filtration solutions for our customers. To further our growth and success, we are looking for an ambitious individual to work with our **Vancouver team** in the role of **Business Development Account Manager**. Our ideal candidate for this role will encompass and live our core values of: **Together We Are Better, Whatever it Takes, and Be the Experts.**

The Account Manager consults with clients to develop and implement quality filtration solutions that fit with their business needs. This position is responsible for upholding strong connections with our established customer base and developing new client relationships.

Responsibilities:

- Demonstrate B.G.E.'s commitment to quality products and superior customer service.
- Build positive connections with our current customer base and expand our business through relationship development with new clients.
- Launch and promote new products and solutions.
- Maintain open and clear communication with customers and collaborate with other departments.
- Educate customers on the importance of clean air through presentations, tradeshow, marketing, and proposals.
- Understand and adopt our customer and clean air first philosophy for further development of your professional skills.
- Enhance your product knowledge and expertise in indoor air quality filtration.
- Develop, execute, and evaluate sales plans with consultation from Management.

Qualifications:

- A minimum of 5 years of outside sales experience in an industrial or commercial setting.
- Demonstrated ability to develop and maintain strategic and respectable working relationships with customers, associates, and stakeholders.
- Excellent organizational and problem-solving skills with good attention to detail.
- Strong communication and interpersonal skills.
- Mechanical engineering experience is an asset.
- Strong time management skills with abilities to prioritize competing priorities.
- Comfortable working independently and in a team environment.
- Able to travel.
- Experience in the commercial market place is an asset.
- Adaptable and highly self-motivated for success.
- Proficiency in Microsoft Office tools and computer applications.



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- HVAC and related industrial experience is highly desired.
- Post-secondary training is preferred. Equivalent experience will be considered.
- Must possess a Valid Class 5 Driver's License and clean Driver's Abstract.
- Must be bondable; all applicants will be subject to pre-employment/pre-access security background check.

What we offer:

As an integral part of our team, we want you to succeed as an Account Manager. You will have:

- The best product line in the industry with outstanding inventory and supply management.
- Excellent commission potential.
- Company cell phone and vehicle or vehicle allowance.
- Benefits package.
- RRSP matching program.
- Opportunities for hands-on product and industry training in a rewarding career.

Apply to B.G.E. Service & Supply Ltd. by sending your cover letter and resume to careers@thefiltershop.com or by fax to (780) 437-2133. Please reference the job title and location when you apply.

B.G.E. Service & Supply Ltd. hires on the basis of merit and is committed to employment equity. We encourage all qualified persons to apply.

We would like to thank all applicants for their interest in this position. However, only those selected for interviews will be contacted.