



**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 Business Development Account Manager works with a consultative sales approach in delivering indoor air quality solutions to our established customer base, developing new business relationships and educating customers on the importance of quality filtration.

### **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.
- Assisting the Branch Manager with overseeing customer service, warehouse services, administration, and inventory management activities.

### **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.



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- Adaptable and highly self-motivated for success.
- Proficiency in Microsoft Office tools and computer applications.
- 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](mailto: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.*