



B.G.E. SERVICE & SUPPLY LTD.

Account Manager (Outside Sales)

B.G.E. Service & Supply Ltd. provides quality filtration solutions for our customers. To further our growth and success, we are looking for an energetic and ambitious individual to work in a team atmosphere in the role of **Account Manager** within our **Calgary branch**. 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**. This role offers autonomy and the opportunity to make a difference.

The 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. Everyday interaction with potential and current customers, as well as with teammates, makes this role a perfect fit for someone who loves dealing with people!

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:

- Bachelor's degree.
- Relationship focused.
- Strong communication and interpersonal skills.
- Able to travel.
- Excellent organizational and problem-solving skills with good attention to detail.
- Adaptable and highly self-motivated for success.
- Must possess a Valid Class 5 Driver's License and clean Driver's Abstract.
- All applicants must be able to pass a pre-employment and pre-access drug and alcohol tests, as per company policy and customer requirements.



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- 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.
- Hands-on product and industry training in a rewarding career.
- Initiative is rewarded with excellent commission potential.
- Company cell phone and vehicle or vehicle allowance.
- Benefits package.
- Healthy work-life balance.
- RRSP matching program.

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.