



## **Field Account Manager (Within a Scrap Metal Company)**

**55,000 – 70,000**

Are you looking to join an exciting company who has been a leader in providing recycling services throughout Ontario? You have come to the right place. We are a family business with a high-quality team of dedicated professionals. All Ontario Recycling has built a strong business culture based on key values of honesty, integrity and teamwork that govern what we will do to meet our customer's metal recycling needs.

We are looking for a Field Account Manager to create long-term, trusting relationships with our customers. The Field Account Manager's role is to oversee a portfolio of assigned customers, develop new business from existing clients and actively seek new sales opportunities.

Operating as the lead point of contact for any and all matters specific to your accounts, you will be required to build and maintain strong, long-lasting customer relationships. You will oversee customer account management, including negotiating contracts and agreements to maximize profit. The successful candidate will possess a positive, outgoing, and motivated personality. They will understand the need or sense the need for urgency at times and also have a strong sense of integrity. You must be proficient use of Microsoft Office and have Sales Experience (preferably in the Scrap business would be an asset). Your territory will be Central Ontario where hotels are covered as well as gas and a company vehicle. While working this territory, the successful incumbent will work on the road all across Ontario, servicing scrap yards, garages, car dealerships. There may be times where you will be required to stay overnight through the week.

Additionally, the successful candidate will collaborate with different departments to meet the needs of clients. They will be responsible for studying customer's behavior based on data and facts they collect. The candidate will also be responsible for business development by identifying new opportunities in the industry.

As part of your job duties, you will be responsible for ensuring maximum profitability while remaining competitive. You will perform market analysis to establish the desired criteria in the purchase of products. You will also be responsible for communicating new market trends (i.e. price updates, new target markets etc.)

In summary, we expect the candidate to work respectfully and diligently to grow external business by promoting and consistently offer expertise and service. Demonstrating and ensuring superior customer service is a must– this is the objective of each customer interaction.

You will purchase/package and deliver material.

You must be able to meet the physical demands of the job by being able to perform basic lifting, bending with the ability to lift 50lbs.

## **Skills and Qualifications**

- Expert knowledge of Microsoft Office, particularly Excel (training provided)
- Hold a valid G Class Driver's licence and a clean driving record
- Must pass a Credit Check/Criminal Background Check and Employment References
- Priority management
- Excellent written and oral communication.
- Self Motivated/Self motivated, Self Starter
- Sense of urgency
- Personable, extroverted personality
- Well organized
- Leadership (Initiate, motivate and engaged)
- Mathematically inclined.
- Customer service

Base Salary plus commission