



## Account Manager Sales

If you are ready to work in one of the most exciting industries with an accelerated growth rate, we look forward to meeting you! As the **Account Manager** for the Linnaeus Lighting division, you will drive the sales efforts to ensure targets are met and to continue to grow the business.

**We promise that a day in the life of an Account Manager is fast paced and rewarding.**

You will be growing and fostering business relationships with our clients and interfacing with our engineers and production managers right here in Canada. This is as much a people focused and technically oriented as it is a sales and project management role. There will be a lot to learn, and we are looking for those who are ready to grow and develop their skills and work with the most advanced technology and products currently in the market.

### Your responsibilities will include:

- Achieve company sales and growth targets by fostering client relationships and prospecting potential sales opportunities;
- Perform visits with existing clients and agents, stay in regular contact with all assigned existing accounts managing quotes, product demonstrations and other sales related opportunities;
- Assist in the selection of the right lighting fixtures, controls and power supplies for project specific applications;
- Perform sales tasks such as building proposals, providing quotes, drafting contracts and order reviews;
- Perform project management tasks within an integrated service approach to our customers and provide exceptional end-to-end sales support to our clients (including putting together samples and demonstrations);
- Manage and maintain client information in ERP system;
- Work with various teams - applications, engineering and manufacturing - for optimal delivery;
- Analyze and report on the effectiveness of sales, methods, costs, and results;
- Contribute to the market analysis, pricing and account planning and reviews;
- Maintain sales forecast with communication across other departmental management for planning purposes;
- Manage customer expectations and contribute to a high level of customer satisfaction;
- Attend trade shows on behalf of the Company.





### What would make you a great candidate

- 4+ years of experience in B2B sales and end-to-end selling cycle;
- A Degree in Engineering or Agricultural Sciences or Business;
- You love to sell advanced technology and solve complex problems for clients;
- You have experience working in the horticulture industry: cannabis, vertical farming, greenhouse etc.;
- You are tenacious, curious and passionate;
- A problem solver, you know how to make sales and overcome hurdles without losing a beat;
- An excellent communicator;
- You always have an attitude of “I’ll take this into my own hands” to resolve situations.

During the selection process you might undergo psychometric tests, as well as practical exercises to help us identify those who have the right attitude, skills, know-how and to find a fit with our company’s values.

### Why join us?

- We offer valuable learning opportunities enabling professional growth
- You will receive a competitive salary based on skills and experience
- You will have room to grow your career
- You may take pride in having participated in building amazing projects;
- When you work with us you can qualify for professional development, employer sponsored health benefits and retirement savings plan

Our passion and enthusiasm are contagious, and they have helped us attract great talent, partners, and clients. If you want to be part of a dynamic and growing organization then you are the candidate, we are looking for.

Send your resume and LinkedIn profile link to [hr@gvalighting.com](mailto:hr@gvalighting.com).

*We are proud to be an equal opportunity employer committed to the attraction, selection, advancement and fair treatment of all individuals. In accordance with the Human Rights Code and Accessibility for Ontarians with Disabilities Act a request for accommodation will be accepted as part of the hiring process.*

