

Bilingual Sr. Account Executive

Reference No.: 1111BB
Language: Advanced English, Advanced French
Location: Brampton-Ontario
Public Transit: Yes
Salary: 75K - 90K + Commission
Benefits: Included
Account Manager: Munir Jamal
Email: mjamal@nevia.com
Job Type: full time permanent

Description

Our client, a leader in the industrial product sector, is looking for a Senior Bilingual (English & French) Account Executive, with focus on offering various products and ensuring the success of their customers. This organization always invests into the newest equipment and training for the entire team. Based in Brampton, the hours are from 8am-5pm (Mon-Fri), salary is 75K - 85K base plus a commission structure (TC 100K -110K+), they offer full benefits after 3 months, life insurance, Profit Sharing Plans, Wellness Program, Employee assistance Program and company events. This is In Office (on site) full time permanent role . It is a great organization that is growing and has a superb team!

Responsibilities

- Act as the primary contact for clients, managing the full sales cycle.
- Strengthen existing client relationships and forge ties with new customers.
- Developing new business through outbound outreach to new potential customers (B2B) as well as existing customers
- Creation of sales orders, including providing delivery time lines.
- Proactively identify and pursue new business opportunities in the market.
- Initiate and execute strategies to revitalize dormant or underperforming client accounts.
- Utilize proven marketing programs to expand reach and client base.
- Engage clients and prospects through calls, emails, and promotional offers.
- Address client issues, devising solutions that cater to their needs.
- Operate with the mindset of treating your designated territory as your personal business, utilizing to achieve success.
- Timely and accurate quoting as well as confirming stock levels

Qualifications

- Fluency in both English and French is a must.
- A minimum of 2 years of experience in customer service and Inside sales, with a background in industrial sales.
- Post-secondary education is a great plus.
- Demonstrate a hunter mindset with a strong focus on generating new business leads.
- Exceptional business communication, both written and verbal.
- Fluency in English is required.
- Proficiency in CRM software is plus.
- Passion for sales and a drive to learn and enhance skills.
- Resilience in a constantly changing commodity market.