

Job # 960004

National Account Manager

NUMBER OF POSITIONS 1

Locations – Mississauga

Description:

FULL-TIME PERMANENT

Our client, is in the niche market of telematics and vehicle safety and intelligence products. With the current expansion of the Canadian market, they are looking for a dynamic, self starter and senior sales professional to build the Canadian market of one of their product lines.

Responsibilities

- Driving significant incremental sales by supporting and prospecting for new opportunities
- Insuring the successful launch and sell-in of client's product line into the Canadian Enterprise and Wireless channels
- Accountable for developing, executing and monitoring sales activities, and market penetration.
- Meeting quarterly sales and profitability targets
- Representing the Company at trade shows and relevant industry organizations
- Identifying objectives and strategies to develop and expand distribution channels
- Work directly with all levels within company to ensure timely issue resolution
- Traveling will be 25%

Qualifications

- Minimum of 8+ years experience in direct sales and management of sales through Wireless carriers and their associated channels
- Demonstrated success developing and implementing growth strategies
- Demonstrated ability to launch new products to a successful conclusion in a timely manner
- Experience with increasing market share for a company
- Excellent written and verbal communication skills
- Bi-lingual (French / English) an asset
- Bachelor's degree preferred
- Excellent presentation and relationship building skills
- Great teamwork skills
- Proven ability to influence cross-functional teams
- Results oriented with strong personal drive for success of the company
- Ability to assess risks, plan mitigation measures and execute on these measures.

Salary

- **80k-90k base, OTE 120k-130k**
- **Car allowance**
- **Full time**
- **Full Benefits**

Application

[Click here](#) to e-mail us a current copy of your resume in MS Word format and one of our Placement Directors will be pleased to contact you should your qualifications match our clients' requirements.