



Job Posting

At Terrafix® we value the diversity of skills, knowledge, and perspectives our employees bring to our workplace. After all, it’s largely due to their commitment and dedication that we remain one of the largest and most trusted name in the geosynthetics industry for over 50 years.

We have become a market leader by doing the little things that really matter for our customers and staff. We believe in treating each other with respect and giving everyone an equal opportunity to grow. Our culture speaks through our actions and the ways in which we work together, listen, learn, and grow. It’s our people that make the difference every day – helping us create value for our customers and earning their loyalty for life.

Terrafix is currently recruiting for an Account Manager in our Edmonton office.

Position Title:	Account Manager
Reports to:	Branch Manager Edmonton
JOB PURPOSE	
Working closely with the Regional Sales team, the Account Manager (AM) will be the key point of contact with clients. Managing the sales process, they will perform at a high level to promote the Terrafix brand and grow sales within their assigned market or territory. The (AM) utilizes their technical skill set to differentiate and offer optimal solutions to our customers.	
DUTIES & RESPONSIBILITIES	
<p>Selling</p> <ul style="list-style-type: none"> • Grow sales, market share and revenue quality with existing and potential clients. • Prepare professional and timely responses to customer Request for Quotations. • In consultation with the Branch Manager, develop and maintain key customer plans for the assigned territory. • Maintain records of customer communications and contact information on Salesforce® Customer Relationship Management software (CRM). • Meet or exceed target revenue and gross margin goals on a monthly, quarterly, and yearly basis. • Explore new market segments and product applications with a view to expanding the Company’s traditional client base. <p>Client Relationships</p> <ul style="list-style-type: none"> • Work closely with the inside sales team to promptly follow-up on all sales leads. • Manage customer relationships by communicating with clients to understand, anticipate and meet their needs. • Engage in strategic client entertainment activities to build on existing relationships and develop new relationships. <p>Communication</p> <ul style="list-style-type: none"> • Ensure all written and oral communication with clients is accurate, effective, and professional. 	



- Expand market awareness of Terrafix through effective communication of the features, benefits and value proposition of the Company's products, services, and industry experience.
- Deliver accurate and professional technical presentations to client base.

QUALIFICATIONS

- Minimum 2 years progressive sales experience in the construction/industrial industry.
- Post-secondary education to the diploma or degree level in business, science or engineering related discipline preferred.
- Experience in civil/architectural/environmental design concepts & geosynthetic applications.
- Ability to take decisive, independent action and to deal directly with challenges and change.
- Strong social intelligence with strong negotiation skills.
- Thorough and well organized, can easily identify priorities, able to self-initiate activities.
- Strong computer skills (database, email, internet, word processing, spreadsheet, CRM).
- Experience in preparing technology-based quotations using creative pricing strategies.
- Demonstrated experience with a Customer Relationship Management tool (i.e., Salesforce®)

WORKING CONDITIONS & PHYSICAL REQUIREMENTS

- Due to the seasonal nature of our business and the nature of this position (including travel, client dinners, etc.) you will be required to work the hours necessary to fulfill the duties.
- This position will require the individual to travel to active construction sites, industry events and Company meetings.
- Percentage of Travel: 35%

Interested candidates should send a resume and cover letter via email to jeff.prodahl@terrafixgeo.com

Terrafix is an equal opportunity Employer. We thank all candidates for their interest in Terrafix, however, only those selected for an interview will be contacted. No agencies please