

Sales Account Manager- Western Canada StudentsAchieve

Job Scope

We are looking for an experienced *Sales Account Manager*. The individual will be an integral part of the StudentsAchieve Team. The Sales territory covers Western Canada.

The successful candidate will be responsible for the following tasks:

- Achieve sales objectives within designated accounts and identified markets through the implementation of company programs, initiatives and procedures, creation of programs or initiatives and procedures, administration of the programs and initiatives to both established and new clients.
- Establish a business relationship with key managers, decision makers and executives within assigned accounts, an assigned geographical area or an assigned market. Develop product and services sales leads through these client relationships.
- Interpret competitive marketing environment to ensure company has continued progress in terms of market share and sales revenues. Recommend and initiate competitive market watch process to secure position by evaluating and analyzing competitive action, economic and customer trends.
- Maintain pricing integrity in accordance with established SRB pricing. Make recommendations for changes to established pricing as warranted by market conditions, for promotional programs to achieve specific objectives, and for unique pricing strategies for individual customer situations.
- Negotiate and communicate cross functional product delivery, implementation, training and support service requirements to ensure customer expectations are understood and addressed in a timely fashion. Communicate authorized delivery, implementation and service dates to customers in accordance with this process.
- Mediate and resolve issues impacting the relationships of the company with its clientele by the application of good business judgment and fairness by analysis of the critical factors causing the issues.
- Work with other departments to establish and maintain harmonious inter-department relationships to achieve maximum performance results through optimal communication and prompt effective follow-through on requests and directives. Perform client consulting engagements related to StudentsAchieve implementation and best practices.
- Manage client expectations and project scope to deliver project within budget and to client satisfaction.

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Work Experience Requirements

A successful candidate will possess the following qualifications:

- This position may be filled by either an experienced software sales person with a strong background in sales to K-12 education, or by an experienced educator with suitable technical aptitude and personal attributes for a sales role.
 - Proven Sales Experience.
 - Extensive and recent experience in K-12 education preferred.
 - Goal-driven self motivator.
 - Client-oriented.
 - Excellent communication skills (oral, written and group presentation skills).
 - Time management, self organization and prioritization skills.
 - Strong problem solving and analytical skills; Ability to work calmly under pressure.
 - Ability to multi-task and prioritize; Proven sales record meeting targets.
 - Strong team player with positive attitude.
 - Outstanding interpersonal and communication skills.
 - Excellent communication skills (oral, written and group presentation skills).
 - Self-motivated, results-oriented individual with a high degree of energy and competitiveness.
 - Strong attention to accuracy and detail;
 - Enthusiasm for operating in a busy work environment;
 - Professional manner, balanced with ethical behavior and judgment.
 - Excellent spoken and written English.

How to Apply for this Position:

To submit directly to SRB Education Solutions, please send your resume to:

SRB Education Solutions Inc.

Attn: **Cathy Welch, Vice-President Human Resources**

Email : resumes@srb-es.com