



ReSource Group Canada

National Account Manager

The Company:

ReSource Group Canada, is a national sales and marketing agency focused on developing and managing global top tier consumer brands. We are a respected, dynamic company with an impressive growth pattern with a 28-year track record. Our retailers and vendor partners value us for our positive approach to business, dedication to their success and commitment to partnership.

Our core values;

- We operate with integrity in all we do
- We bring passion and creativity everyday
- We invest in our people
- We share our success by giving back to the community

www.resourcegroupcanada.com

ReSource Group Canada is committed to diversity and equity in our workforce.

Location: Don Mills -Toronto, Ontario, Canada

Responsibilities:

- Manage effective business relationships with national retailers' key personnel
- Meets or exceeds sales forecast objectives
- Work with buyers, merchandisers, and replenishment team to achieve goals
- Develops expertise of customer business needs, category, market, and competitive strategy
- Developing and planning of account/product strategies
- Introducing and expanding new product categories and listings
- Develops conceptual presentations and leads, organizes, and facilitates both internal and external teams to meet customer needs
- Forecasting, account reporting and management
- Attend product training and sales meetings

Competencies:

- Strong relationship building skills.
- Ability to problem solve and develop creative solutions
- Excellent follow up skills
- Strong desire to further develop sales skillset

Qualifications:

- Min. 2 years of sales experience with increasing levels of sales responsibility
- Proven track record of success in selling to national retailers
- Ability to build both, transactional and long-term relationships with retail buying teams
- Post-secondary education. A business focus is preferred.
- Advanced consultative selling techniques
- Hardworking, self-motivating and strong negotiation skills
- Strong desire to succeed
- Leadership skills to drive initiatives and align cross-functional teams with objectives
- A passion for new technologies and innovative products and ideas.
- Ability to take initiative and manage a challenging and demanding workload
- Advanced computer skills including all elements of MS Office (Excel, PowerPoint)
- CRM Tools (MS Dynamics)
- Excellent organizational and follow up skills.
- Recent Costco account management experience is an asset
- Must be eligible to work in Canada

This position requires a home office and scheduled days at our Toronto office. A minimum of 2 days in the office per week is required. Occasional travel may be required.

Benefits:

- Casual dress
- Company events
- Medical plan
- Flexible schedule
- On-site parking
- Paid time off

If you feel this position fits your skill set and would like to join a growing business that is going at a fast pace, please apply in confidence to careers@resourcegroupcanada.com by sending your current resume, including your salary expectations. Our team is aware of this search.

We wish to thank all applicants. Only those selected for an interview will be contacted.

For more information on ReSource Group Canada, please visit our website:

www.resourcegroupcanada.com