

**Job title:** KEY ACCOUNT MANAGER

**Department:** OUTSIDE SALES

**Reports to:** WESTERN SALES MANAGER

**Job purpose:** To introduce and grow TENAQUIP's "one stop shop" solutions-selling MRO industrial supply philosophy to market place end-users.

**Responsibilities:**

- Manage territory and assigned customer base.
- Schedule visits to current and prospective customers expand business in order to meet targeted sales budgets.
- Promote products and services to customers by making professional solutions-selling presentations.
- Produce weekly CMSP reports.
- Build and maintain strong customer relations by providing an excellent level of customer service.
- Maintain and continue to develop product knowledge within TENAQUIP's industrial line cards.

You may be required to carry out other duties, as are within your capabilities and level of responsibility, in order to meet the needs of the business.

**Qualifications:**

- Minimum of 3 to 5 years of outside sales experience to the industrial sector.
- Product knowledge in one or more of TENAQUIP's line cards.
- Excellent relationship building ability, communication skills, and presentation are a must.
- Possession of a valid driver's license and a reliable vehicle.

No minimum education is required. University / College education is an asset and weighted accordingly when considered for advancement opportunities within Tenaquip.

**Salary:** TBD