

Job title: KEY ACCOUNT MANAGER

Department: Outside Sales

Reports to: District Sales Manager

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

Responsibilities:

- Manage territory and expand customer base
- Schedule visits to current and prospective customers
- Hunt for new / potential business opportunities
- Promote TENAQUIP's product lines and services to customers by making professional solution-selling presentations
- Produce weekly call 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 within the industrial sector
- Product knowledge in one or more of TENAQUIP's line cards: *abrasives, power tools, cutting tools and accessories, fasteners, compressors, pneumatic accessories, welding products, material handling equipment, or safety supplies*
- Excellent relationship building ability, communication skills, and presentation are a must
- Possession of a valid driver's license and a reliable vehicle
- French / English bilingualism required for the province of Quebec and Ottawa territories