



ACCOUNT EXECUTIVE

WHO WE ARE

As one of Manitoba's fastest growing companies, Smartrend Manufacturing Group (SMG), Inc. through our various divisions, is increasing safety in the school bus industry and reducing emissions in the electric vehicle charge systems arena. We work on exciting, patented, innovative technology that impacts our environment. What has remained constant throughout this compelling history of growth is our dedication to our customers, our team members, and to the values on which we built SMG:

- **People** – our team is what makes us special
- **Passion** – from our hearts and minds, demonstrated through our actions
- **Priority** – we put the customer first, everyday, in everything we do
- **Partnership** – with each other, our customers, and our suppliers

We offer a competitive benefits package in an environment that is supportive, respectful, and fun! Join an innovative, growing, and diverse organization where your voice matters.

THE POSITION

The **Account Executive** for SMG is a motivated and talented individual that thrives on prospecting and closing business. You must be an extrovert, have a 'go-getter' mentality, and be skilled at interacting with people. The **Account Executive** will be paired with an inside sales representative and work from SMG's head office in Winnipeg, Canada. Together, you will champion new accounts for SMG and cover a broad range of provinces and states.

HOW YOU WILL BE MAKING AN IMPACT

- ✓ Develop opportunities for new business, primarily targeting manufacturers and industrial producers throughout Canada and the USA
- ✓ Manage all related sales activities; email, calls, web meetings, in-person meetings
- ✓ Overcome technical and business objections from prospective customers
- ✓ Goal of aggressively opening and growing new accounts
- ✓ Plan your schedule inclusive of call time, presentation time, and travel time, to meet sales goals
- ✓ Build and maintain customer relationships by delivering an extraordinary customer experience
- ✓ Become a subject matter expert on our products
- ✓ Track sales progress via web-based applications and prepare reports
- ✓ Update company CRM daily
- ✓ Other sales-related activities, as required





WHAT SKILLS AND EXPERIENCE YOU REQUIRE

- ✓ Degree or certificate in Sales, Business Administration, or relevant field
- ✓ Proven work experience in sales, industrial sales would be considered as asset
- ✓ Confident personality with the ability to speak effectively in various customer engagement situations
- ✓ Excellent interpersonal skills, communication skills, problem-solving and presentation skills
- ✓ Impeccable time manage and priority setting skills
- ✓ Proficient with CRM software and Microsoft office programs
- ✓ Customer focused attitude with excellent negotiation skills
- ✓ Valid driver's license with a good driving record
- ✓ Availability to travel as needed

THE BENEFITS OF BEING PART OF OUR TEAM

Share with us your passion and drive towards your career objectives, and we will provide an environment where your valuable contributions are rewarded and celebrated with professional growth and job satisfaction. We offer an attractive benefits package for our team members including:

- ✓ Attractive starting salary, negotiable based on experience
- ✓ 3% Commission on all sales you are responsible for onboarding
 - Commissions are uncapped
- ✓ Group insurance plan with health spending account
- ✓ Paid Vacation
 - Includes paid shutdown from Christmas to New Year
- ✓ Matching RRSP program

We would like to thank all applicants who apply, however, only those selected for an interview will be contacted.

