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Account Representative (Metal Machinery) Winnipeg, MB.

COMPANY BACKGROUND:

Family owned and in its eighth decade of business, **Akhurst Machinery** serves as a distributor to metalworking and woodworking industries. Akhurst provides its customers with quality products from manufacturers around the world. As Canada's largest national distributor of machinery with 5 branches strategically located across Canada, our product offering is backed by highly trained staff committed to providing customers with the very best in sales and service support.

Our flexible and relaxed work environment is complimented by a passion for customer service and an entrepreneurial spirit that allows us to offer innovative solutions to manufacturing needs. We offer a competitive base salary, incentives, a comprehensive benefits plan, and training to allow our people to succeed.

JOB SUMMARY:

Reporting to the Vice President of Sales and working with designated Product Managers, the Account Representative will be responsible for servicing existing metal customers and sourcing new business in the province of Manitoba. Key responsibilities for this challenging position include, working with current Akhurst personnel to create machinery proposals, prospecting to identify new customers in the territory, recording sales related activities, and being knowledgeable in the company's metalworking lines of products so as to be able to identify customer needs and solutions. The successful candidate will be a high energy, self-motivated, outgoing professional with a take-charge attitude and a desire to work in a challenging environment. The individual must be able to travel to cover the territory of Manitoba.

RESPONSIBILITIES:

- Service existing metalworking customers in the territory through personal, telephone, and email contact.
- Create and present machinery proposals for existing and potential customers, successfully addressing sales objections.
- Facilitating machinery orders through start up and customer training.
- Arranging customer's service requirements through Akhurst Service Coordinators when requested by customer.
- Prospecting the territory for new customers including cold calling, business networking and other sales and marketing techniques.
- Following the company's sales methodology.
- Recording sales related activities (calls, contact information, opportunities etc.) in the company's CRM database.
- Liaising with designated Product Managers and keeping the Vice President of Sales appropriately apprised of developing opportunities in the sales pipeline.
- Obtaining the necessary technical knowledge in the company's metal working product lines by attending scheduled training sessions and sourcing information through self means.

- Other related tasks as assigned.

EDUCATION & EXPERIENCE:

- Knowledge of metalworking equipment.
- Operational understanding of metal working equipment an asset.
- CNC knowledge/understanding an asset.
- Related sales experience or interest an asset.
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SPECIALIZED SKILLS:

- Mechanical aptitude.
- Excellent computer skills including Microsoft Office Suite of products.
- Highly organized with high level of accuracy, thoroughness and attention to detail.
- Initiative and proactive approach combined with exceptional follow-up skills.
- Excellent oral and written communication skills.
- Highly motivated and energetic with a positive attitude and a pleasant and calm demeanor.
- Assertive, self-motivated with an ability to work independently as well as within a team.
- Proven ability to prioritize, multi-task and think ahead, anticipating the needs of the customer.
- Ability to work well under pressure and meet deadlines for critical tasks.
- Motivation to learn.

Please forward your resume to

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