



## POSITION DESCRIPTION

**Position Title:** Account Manager - Canada  
**Reports To:** Sales Director  
**Position Type:** Full time  
**Department:** Sales  
**Location:** Any major Canadian city  
**Date Prepared:** July 21, 2022

## BACKGROUND

**Advanced Environmental Monitoring (AEM)** combines global leaders to provide reliable and innovative environmental monitoring and analysis solutions that save lives, communities, and ultimately the environment. Their family of innovators offer world-class technologies and services, including sensors, dataloggers, telemetry, and software that provide advanced analytics and prediction. These technologies enable decision makers to improve their reaction time to weather and environmental events, helping to protect communities, people, and infrastructure.

## PRIMARY JOB OBJECTIVE

Reporting to the Director of Sales, the Account Manager will work independently, but will also be a part of a thriving team-based culture. Responsibilities include generating new business opportunities to fuel our growth and creating and prioritizing strategic target account lists within a defined market. As part of our Canadian sales team, the incumbent will focus on supporting our customers, developing new business, and demonstrating their ability to be a tenacious self-starter every day.

A successful candidate has the innate ability to understand clients' needs and how to meet them with the right products and services is required. A high technology aptitude and passion for learning about leading-edge environmental monitoring industry will ensure success in the role and in AEM. An eagerness to advance within our organization and take your career to the next level will be supported by our innovative environment where the tools and resources to sell industry leading environmental monitoring solutions is supplied.

## DUTIES AND RESPONSIBILITIES

- Generate new business opportunities to fuel AEM growth.
- Create and prioritize strategic target account lists within a defined market.
- Research and build new accounts (by adding contacts, sending emails, strategic calling, etc.).
- Conduct high-level conversations with senior executives in prospect accounts and coordinate detailed discussions with technical field staff.
- Evangelize AEM and our best-in-class environmental monitoring solutions.
- Achieve quarterly quotas of qualified opportunities and closed business.



## **QUALIFICATIONS & KNOWLEDGE**

- Related post-secondary degree or relevant combination of education and experience.
- At least 2 years of recent experience successfully selling technology products (ideally environmental technologies).
- Understanding of clients' needs and how to meet them with the right products and services.
- Understanding of CRM systems, specifically Salesforce.
- A valid driver's license plus clean driving record required.
- Availability to travel as required (approximately 25% of the time).

## **PERSONAL CHARACTERISTICS & ATTRIBUTES**

- A high technology aptitude with a passion for learning all about our industry-leading environmental monitoring solutions.
- Motivation to sell, along with the drive, energy, and self-starting attitude to make it happen.
- Strong problem-solving skills, a high technology aptitude, and the passion for learning all about AEM's industry-leading environmental monitoring solutions.
- Excellent ability to 'read' people; and solid written and oral communications skills coupled with attention to detail.
- Proven time management and organizational skills.
- Creative and independent, but also thrives in a strong team-based culture.
- Physically fit and able to work outdoors if required.

## **DISCLAIMER CLAUSE**

The above statements are intended to describe the general nature and level of the work being performed by the employee assigned to this position. There are no exhaustive lists of all duties and responsibilities, knowledge, skills, abilities, physical job demands and working conditions associated with this position.