

Atkinson Design is currently looking to fill the following position for our client in their Edmonton office....

Position: Industrial (Automation and Drives) Account Manager

Location: Edmonton, Alberta

Role: (Full time)

Our client has been established for more than 150 years ago, a leading-edge innovator of technological solutions. From design and engineering to manufacturing and marketing, their people are dedicated to making a difference. You will develop, implement and execute sales strategies for industrial solutions and products to drive growth.

Responsibilities:

In this capacity you will establish and maintain working relationships with internal/external customers to determine product/system/solutions requirements, research prospective business opportunities monitor the impact of marketing and sales activities and follow up accordingly. You will be responsible for account coverage/management, at a senior level, to a variety of OEM's and industrial end user customers. Short and long term objectives will be met with the development and implementation of the account management plans at the customer level. You will participate in community organizations to increase the companies profile in the local business community and collect and work with management in sharing market intelligence to identify and share best practices in key processes.

Qualifications:

Your post secondary education in Business Administration, technical field or related field is coupled with 5-7 years relevant experience in account management. Excellent knowledge of OEMs and industrial solutions/products (Drives, Motors and Automation & Control) is an asset.

Optimum Skillsets and Competencies

The incumbent will be able to demonstrate the following characteristics:

- Analytical, organizational and interpersonal skills give you an edge in negotiation and are a definite asset in demonstrating your assertiveness under time constraints
- Managing people, time and resources.
- Creativity, initiative and communicative qualities with the ability to learn are an asset for this results oriented individual.
- You possess working knowledge of related computer applications and are willing to travel.
- Preference will be given to technologists or candidates possessing CET designation.

Interested candidates should send their resumes to wendy.atkinson@gadp.com. Please indicate in **Industrial (Automation and Drives) Account Manager** the subject line.