

ACCOUNT EXECUTIVE
Full-time permanent hybrid role
Timmins, ON

If you are looking for the next job that will challenge you and reward you for your efforts, look no further!
We are looking for a high energy driven individual who thrives on competition.
If this sounds like you, then don't hesitate to apply!
Send your resume to talent@pepco.ca

Role: The Account Executive supports the growth of the business by building an effective relationship and sell company's products to other businesses or commercial customer accounts.

WHAT'S IN IT FOR YOU?

- Hybrid and flexible work arrangement.
- Competitive compensation + uncapped commission structure.
- Health & Benefits Plan: 100% company paid.
- 5 additional paid days off per year: 2 sick days, 2 personal days and you don't work on your birthday!
- Paid personal protective equipment program
- RRSP contribution match program
- Tools to succeed: You will be provided with a with a cell phone, a laptop, and vehicle allowance.

MAIN RESPONSIBILITIES

- **Outside Sales:** Manage existing customer accounts within the assigned territory to increase company's wallet share. Able to spend 70% of time on the road selling/ prospecting. Actively prospect and convert customers on industrial products and fuel. Build and maintain a pipeline of a value of \$1M. Establish product mix that maximizes margins.
- **Administration and System Management:** Document customer information and track daily sales activities into our CRM software. Utilize the company's ERP system to accomplish day-to- day activities such as: sending quotes, revising quotes, input orders, obtain product and price updates etc.
- **After Sales Support:** Respond to customers' inquiries and requests relating to invoices, statements, billing issues, etc. through phone calls, text messaging, email or in person meeting. Communicate with customers on order confirmation, estimated delivery time, product information, payment reminder, etc. Handle and resolve customer issues on product or services, billing, price discrepancy, delivery, etc. in a professional and timely manner.

BACKGROUND:

- **Education:** College degree in business administration, sales, marketing preferred.
- **Licenses and Certifications:** Valid G driver's license required.
- **Experience:** Minimum of 2 years sales experience in the industrial wholesale/ distribution environment. Experience in the fuel, lubricants, or industrial sector is preferred. User experience with an Enterprise Resources Planning (ERP) platform and Customer Relationship Management (CRM) software.
- **Accomplishments:** Proven track record in closing sales.
- **Soft Skills:** Able to do cold calls and convert leads to customers. Fast learner, extrovert, go-getter personality and proactively seeking new business opportunities. Strong communication skills both verbal and written in French and English. Ability to adapt to changing environments.

ABOUT PEPCO

Pepco Corp. is a second-generation Canadian family business that has been serving commercial, industrial, governmental, and wholesale customers since 1986. As a trusted distributor and marketer of fuels, lubricants and industrial supplies in Ontario and Quebec, Pepco's mission is to deliver the right products at the right place, at the right time, every time. Pepco is committed to providing quality products, exceptional service and innovative solutions to its customers and partners. Visit www.pepco.ca to learn more.

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