

## **New Truck Sales Account Manager-Burlington Region**

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Altruck is currently seeking a New Truck Sales Account Manager located at Burlington. If you are an energetic passionate self-start and want to grow, Altruck is a perfect place for you. Apply today!

**Our employees are the foundation of our success.**

### **Position Overview:**

The New Truck Sales Account Manager will be responsible for all aspects of selling trucks and delivering exceptional customer service to Altruck International Truck Centres customers.

*As the Account Manager, you'll love coming to work every day if you Get, Want, and have the Capacity to be accountable to the following things:*

- Client Relationships
- Organic Growth
- Annual Budgeting and Forecasting

### **Primary Responsibilities:**

- Responsible for medium to heavy duty truck sales and business development service sales within a specific region of Ontario
- Provide account management services and develop new business with existing and new clients; quarterback of customer's business across suite of dealership services
- Respond to new sales opportunities, including requests for proposals and prospect for new business.
- Participate in developing new marketing and sales strategies.
- Present solutions and services to clients through direct communication in face-to-face meetings, video or web meetings, telephone calls and emails.
- Responsible for own lead generation and appointment setting, as well as working with internal resources to generate business opportunities.
- Manage and maintain a pipeline and ensure all sales information is current using Salesforce CRM software.
- Spend a large amount of time (up to 50%) travelling within Ontario in order to interact with buyers.
- Manage multiple sales engagements at a given time.
- Learn and maintain solid product knowledge on manufacturer-specific trucks and software.
- Manage vehicle order process
- Assist customer post sale with any warranty and/or service needs.
- Work in Compliance with the provision of the Occupational Health and Safety Act (OHSA), regulations, and internal health and safety policies and procedures.
- Other duties as assigned.

### **Education and Experience:**

- Minimum of 5 years' demonstrated sales experience; preferably in the transportation or construction industry.
- Degree or certification in Business Administration, Marketing or related discipline preferred.
- Self-motivated and resourceful with strong business acumen and critical thinking skills.
- Strong project management skills with the ability to balance multiple projects and deadlines.
- Excellent interpersonal skills, communication and presentation skills – both written and verbal - with an ability to influence and motivate others, and present to prospective clients.
- Ability to work independently, and as part of a team in a fast paced, deadline driven environment.
- Must possess superior problem-solving skills to achieve win-win solutions.
- Proficiency with Microsoft Office products.
- Holds a valid G class license.
- OMVIC Sales License and DZ license is an asset.

### **Working Conditions:**

The New Truck Sales Account Manager will alternate between sitting and standing for eight hours per day. They will be required to use office equipment, such as a computer, fax machine and telephone. They work mainly in an indoor, temperature moderated, well-lit environment, but will be required to show customers vehicles that are in the outside lot, where temperatures may fluctuate depending on the season.

Altruck is committed to complying with the Accessibility for Ontarians with Disabilities Act and its regulations, and the Ontario Human Rights Code throughout the entire employment cycle. If you require an accommodation, please inform us in advance and we will work with you to meet those needs. Any accommodation requests can be made by contacting 519-821-0070. At Altruck, we welcome differences. We do that because we know it is good for our employees, our products, our company and our community. Altruck is proud to be an equal opportunity workplace.

*We thank all applicants for expressing their interest, however, only those qualifying for an interview will be contacted.*