
Account Manager (Sales) : Survey & Geospatial Equipment

Who we are?

Cansel helps clients capture, transform and manage data leading to increased field to finish efficiency and profitability. For more information, visit us at <http://www.cansel.ca>.

Position Summary

Cansel is the largest Trimble re-seller in Canada. As one of Cansel's Account Manager (sales), you will need hutzpah and drive to sell this equipment. The role can be located in Ontario. You will be on the road at least one week per month. We are looking for someone who has experience as a surveyor or other Survey/Engineering experience and sales training will be provided.

In this role, you will...

- Actively hunt for new business opportunities by identifying needs of new and existing customers, following trends in the industry market, and discovering leads.
- Perform sales presentations, on-site demonstrations and cold-calling throughout your territory.
- Maintain existing customer/volume base through regular customer contact, monitoring, and development
- Provide excellent customer service to key accounts
- Meet all sales target performance indicators
- Participate in trade-shows, training events or other related events as requested and required
- Provide reports to Regional Sales Manager on activity and new pipelines

About you...

- Imperative that you have experience as a surveyor or in Survey and/or the Engineering (AEC) industry.
- An energetic, self-starter with an entrepreneurial spirit and passion for selling in a competitive market
- Experience recommending, presenting, and selling a number of products based on customer needs
- Initiative, self-motivation, flexibility, drive, and superb communication and computer skills are essential
- Willingness to spend 40-60% of time on the road (locally and occasionally overnight) servicing and visiting customers



- Creative problem-solving skills and business savvy
- Driving license in good standing

Bonus points

- Post-secondary degree/ diploma in a relevant field (Construction/Survey/Civil Engineering and geomatics) or equivalent, or a combination of experience and training
- Some experience in an outside sales role, preferably in the AEC Industries.
- Familiarity with Salesforce or other CRMs.
- French is a plus.

Why choose us?

In addition to the strong growth culture of the company, Cansel offers:

- 1- Competitive compensation package.
- 2- Uncapped Commission incentives for the sales team.
- 3- Flexible extended health and dental benefits program.
- 4- Group Life, Short term Disability, Long Term Disability, AD&D, and Critical Illness Insurance
- 5- Access to on-line pharmacy
- 6- Company vehicle program for Sales Reps.
- 7- Employee Referral Program.
- 8- Book Club program (we will buy any book that you feel would be beneficial to assist in your professional development).
- 9- Free access to our online courses database.
- 10- Exclusive discount offers on shopping, sports, movies, travels and more through Perkopolis.
- 11- Preferred rates on some gym memberships.
- 12- Preferred rates on personal insurance.
- 13- Generous long service reward program.

Cansel is proud to be an equal opportunity employer and of the broad diversity of its employees. All qualified applicants will receive equal consideration for employment regardless of race, ethnicity, religion, gender, gender identity or expression, sexual orientation, disability, or age.