

Position: Key Account Manager

As we continue to see growth in our business, we are ready to add to our already existing great team. This is an ideal opportunity for a self-motivated and independent individual, with experience and knowledge of our equipment and the industrial application.

West Fraser Electro/Mechanical has an immediate opening for a Key Account Manager.

Key responsibilities include:

- Develop and maintain a highly respectable image of WFEM in the eyes of our customers, vendors, and competitors.
- Promote integrity, safety, quality, teamwork, open lines of communication and a positive atmosphere for employees.
- Operate efficiently and effectively with a minimum of close supervision.
- Work with Manager of Marketing & Sales to set out yearly goals and call consistency.
- Actively sell products and services using specific well thought out presentations.
- Develop a comprehensive knowledge of each service, product and application and use this knowledge to obtain sales.
- Ability and willingness to travel, covering a large geographical sales territory.

Qualifications and experience:

- Minimum 5 Years Sales Experience, with proven track record
- Sales Industry experience and/or a comprehensive knowledge of electric motors and motor repair services in the industrial market segment.
- Strong customer service skills, ability to maintain relationships and prospect new accounts
- Class 5 BC Drivers License
- Computer Skills – Microsoft Word, Excel, Outlook, Power Point

We offer a competitive compensation and full benefits package.

Interested? Then why not check us out at: west-fraser.com/careers

Fax: 250-563-9492

E-mail: Shayna@west-fraser.com or through job application form on the website

No phone call applications will be accepted.