



Position: Field Sales Account Manager – Greater Toronto Area

How to Apply: Resume & cover letter to Chad Currah ccurrah@momentecbrands.com

JOB SUMMARY:

This field sales role will partner with sales leadership to drive revenue by growing market share through leading the company's sales & marketing strategy within their respective sales region & sales channel(s). Ensuring annual revenue & corporate goals and objectives are achieved for Momentec Brands (MB).

ESSENTIAL DUTIES & RESPONSIBILITIES (includes other duties as required):

To be successful in this role, this individual will be responsible for ensuring the following duties and tasks are being consistently and properly executed within their sales region.

- Work directly with Tier 1 & 2 approved account types within your geographically assigned sales region to professionally & accurately represent the sales strategy and goals of MB.
- Ensure all assigned account decision makers are fully and consistently aware of MB's latest products and services.
- Lead and execute all pre-sale-based requirements to ensure we are converting as many sales opportunities as possible with Tier 1 & 2 accounts.
- Determine which eligible accounts within your region will be onboarded as an approved account with MB.
- Support Inside Sales Team as needed in their sales efforts in growing the Longtail account base in your region.
- Cultivate deeper and stronger sales partnership opportunities with existing and new accounts.
- Understand and communicate key market trends and competitive challenges that need to be addressed to properly grow and support accounts.
- Identify high potential account growth opportunities through your sales region.
- Contact accounts daily through outbound and inbound activities.
- Create and execute account plans to reach sales growth objectives.
- Monitor customer behavior to identify potential attrition risks and proactively address any issues.
- Collaborate with customer care to ensure service levels are being met.
- Generate new leads through research, cold calling, etc.
- Champion and advocate for MB in your region for all company programs, products, and brands.
- Gain & maintain the latest in-depth knowledge of the entire MB product line and related sales support tools to lead the education of your direct accounts in the benefits of these products and platforms.
- Support new product development by providing real time market feedback to the SBU & Product team.

- Build close internal departmental cross functional partnerships by actively engaging in organization projects, as necessary.
- Provide active feedback on process improvement opportunities pre-sale & post-sale related.
- Attend sales meetings, trade shows and other events as required.

SKILLS/QUALIFICATIONS/EDUCATION/LICENSES & CERTIFICATIONS:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Efficient and organized, with ability to appropriately respond and react to customer needs; “hunter” attitude a plus.
- Must be results oriented with a proven track record of achieving measurable goals and ability to meet deadlines.
- Strong organization skills
- Comfortable building new relationships and interacting with people of diverse roles/backgrounds.
- Strong personal commitment and sense of ownership.
- Demonstrated problem solving skills preferred.
- Excellent communication skills including verbal, written and presentation skills.
- Attention to detail, with a critical eye for quality and accuracy.
- Proficient with Windows and MS Office Suite, B2B order portals, & sales analysis platforms
- Familiarity with CRM platforms (preferred)
- Ability to manage multiple requests, tasks, and deadlines.
- Comfortable developing and leading sales plans
- Willing to educate and demonstrate MB online B2B sales and marketing tools.
- Sports or apparel background not required but preferred.
- 3-5 years selling experience at minimum.

WORK HOURS / ENVIRONMENT:

- Remote Office environment, occasional meetings at Head Office (Kitchener, ON)
- Regular travel to accounts within your sales region, sales meetings, & tradeshow
- M-F 8:30 to 5:00 PM local time or longer as needed at times to ensure accounts are being properly serviced and supported in a timely and appropriate manner.

Company:

Augusta Sportswear Brands and Founder Sport Group combined to create the new corporate identity of Momentec Brands “Outfitting Moments that Matter.” Life’s moments are what builds us up, shapes us, and pushes us forward. Momentec Brands is here to enhance these defining moments with decades of experience, technical expertise, and an unrelenting passion for quality apparel, headwear, accessories, and so much more. <https://www.momentecbrands.com/>