



## **SALES ACCOUNT EXECUTIVE - Alberta**

### **Deb Canada**

### **Waterford, Ontario, Canada**

We are the Canadian market leaders in the away from home skin care market, with an estimated 40 million people using our products across the globe every day. We continue to strengthen our market position by bringing innovative skin care products and services to organizations who value employee and customer well being.

Deb Canada has a need to recruit an outstanding ACCOUNT EXECUTIVE for our Core Sales Division to generate business with high-traffic / good margin end user accounts and pull this business through our existing distribution channels. This individual will provide sales coverage and develop the best possible market penetration in order to sell our product line to present and prospective accounts in the assigned territory, in accordance with policies and procedures. Our Account Executive will assist the Core Division in embracing the changes in the wider group and in keeping Deb Canada at the forefront of the Canadian away from home skincare market – to focus on our sales program in Alberta.

Reporting to the National Sales Manager – Core Division - responsibilities would include:

- Working with the guidance and leadership of the National Sales Manager to further develop sales and promote our range of hand hygiene systems to industries in Alberta.
- Although working with a focused distribution base is important, exceptional consultative skills in relationship development and closing end user accounts is a must.

The successful candidate will have a diploma in Marketing or a Business related field and possess strong sales personality skills and five or more years of sales experience in the industrial, commercial, food processing or similar markets would be preferred with post qualification experience in a manufacturing environment similar to ours or, in turn, a similar background through distribution channels. Experience with or knowledge of a CRM required.

If you feel you have the attributes and determination to succeed in this position, please apply in writing enclosing a resume and covering letter to Mary Ann Hutchinson, Administration Manager, Deb Canada, PO Box 730, Waterford, ON NOE 1Y0 or email [maryann@debcanada.com](mailto:maryann@debcanada.com). Only candidates considered for interviews will be contacted.

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**Be the world's leading away from home skin care system company**

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