



## **Position:** National Account Manager

**McCowan Design and Manufacturing**, experts in design, manufacturing, and distribution of equipment for retail applications is currently looking for a **National Account Manger** to join our National Sales team.

If you are looking for a challenging opportunity that utilizes your talents in supporting sales, managing projects, and excel in customer service, then we would like to hear from you.

### **Duties & Responsibilities:**

- Drive new sales opportunities and develop existing customer accounts
- Prepare and convert accurate fixture quotes into orders
- Manage and monitor full project cycles with responsive communication
- Collaborate with internal departments for accuracy and customer satisfaction
- Handle store orders, special projects, and administrative functions, including inventory management
- Communicate customer requirements to engineering/design teams
- Develop a deep understanding of clients' industries and challenges for future business opportunities
- Some travel required
- Prepare accurate forecasts and sales plans for accounts
- Maintain a highly organized approach with strong analytical skills
- Excel in verbal and written communication
- Proficiency in computer skills, especially Excel, Word, Windows, and PowerPoint

### **Qualifications Preferred:**

- University or College degree, and/or approximately 5-7 years workplace experience
- Proven work experience as an Account Coordinator, Sales Coordinator or similar role
- Background in layout and design along with a technical acumen would be an asset.
- Highly organized team player with strong analytical, problem solving and interpersonal skills.
- Excellent verbal and written communication skills
- Proficient computer skills, with working knowledge of Excel, Word, Windows, and PowerPoint

We offer a comprehensive benefits package and bonus program, compensation commensurate with experience.

Thank you in advance for your interest; should your qualifications match our requirements; we will contact you.

We welcome and encourage applications from people with disabilities. Accommodations are available upon request for candidates taking part in all aspects of the selection process.

**To apply please send resume to: [hr@mccowan.ca](mailto:hr@mccowan.ca)**