



Account Manager

McCowan Design & Manufacturing, Canada's leading designer and manufacturer of retail store shelving and merchandising systems based in Scarborough, is seeking a professional, energetic individual for the position of **Account Manager**.

Responsibilities include:

- Drive new sales opportunities and develop existing customer accounts by identifying, pursuing, and closing new business opportunities
- Manage and monitor the full cycle of projects; provide ongoing and responsive communication between all stakeholders
- Collaborate with all departments ensuring that accuracy, tracking, and the utmost in customer satisfaction is provided
- Handle all current and upcoming store orders & special projects, along with day-to-day administrative functions including inventory management.
- Effectively communicate customer's requirements to our engineering/design department in order to develop new products and concepts.
- Prepare accurate fixture orders for new build and renovation projects using the retailer's floor plan blueprints.
- Continually develop a deep understanding of clients industry/challenges; convert and translate this knowledge into future business opportunities
- Visit our customer's head offices and sites on a regular basis; develop relationships at all levels of the accounts
- Prepare accurate forecasts and sales plans for accounts.

Qualifications Preferred:

- University or College degree, combined with approximately 5-10 years workplace experience
- 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

This position reports directly to the V.P. of Sales and receives additional support from an inside sales coordinator and our engineering/design department.

McCowan Design & Manufacturing provides national retailers with a complete store fixture package, from product design through to manufacturing and installation. Comprehensive benefits package and bonus program; salary commensurate with experience.

Thank you in advance for your interest in McCowan Design & Manufacturing; should your qualifications match our requirements, we will contact you.

Please submit your resume and cover letter to info@mccowan.ca.