



Account Manager/Sales - Remote Office

- Are you an effective communicator, in both oral and written form?
- Do you enjoy talking to customers, researching information and finding solutions?
- Are you self-motivated and able to work with minimal direct supervision?
- Would you be willing to invest in personal development and advance your career?
- Do you have experience working with software?
- Do you have municipal experience and are looking for a career change?

The Opportunity

All-Net.ca, a municipal government software company located in Winnipeg, Manitoba is looking for an Account Manager to join our team in a remote position. The successful applicant must reside in Eastern Canada and have strong administrative skills along with one year of municipal experience.

The position will include a three-month probationary training period before fully assuming the primary responsibilities of the position.

Responsibilities include, but are not limited to the following:

- Providing product demonstrations and proposals for potential clients
- Maintaining customer contact database and sales pipeline
- Identify new client leads
- Develop and maintain relationships with new and existing clients
- Maintain regular communication with potential and existing clients
- Arrange for marketing opportunities such as trade shows and industry events.
- Attend all industry events that will provide for networking opportunities.
- Work under the direction of the Sales Manager and will report on all activities to the Sales Manager.

Key Qualifications

- Grade 12 with some additional continuing education
- 1 Year Municipal Administration experience
- Great Skills in Outlook, Excel, Word, Video Software
- Customer service driven
- Have a proactive approach, self driven
- Willingness to continually expand your education and learn new software applications
- Excellent oral/written communication, phone demeanour and interpersonal skills
- Strong People Skills
- Impeccable Organizational skills
- Strong work ethic and commitment to personal and professional development

- Strong interests in customer service, building customer relationships and exceeding customers' needs.
- High levels of accuracy and detail

Additional Requirements

- Sales and Marketing experience an asset.
- Experience with Constant Contact

What you can count on:

All-Net.ca offers a competitive wage along with a comprehensive benefits plan and the opportunity to work and grow with a young vibrant team.

- Dental
- Vision
- Health
- Disability
- 2 Weeks vacation, 5 Annual sick days, 2 Annual personal days

Salary

\$50,000 - \$90,000 CAD

To Apply

Resumes and cover letter can be sent via email to sales@allnetsolutions.ca