

INNOVATE YOUR FUTURE



INNOVATIVE[®]
AUTOMATION. LEAD GLOBALLY.

SALES ACCOUNT MANAGER

POSITION OVERVIEW

Innovative Automation is looking for a Sales Account Manager to join our team of Innovators. In this position, you will discuss automation projects with customers, prepare quotes and generate sales to meet or exceed your sales target.

Even better, in this role you will be learning every single day and you should be excited about that. You will quickly become a core part of the innovative team and an active decision maker helping to guide our output.

KEY RESPONSIBILITIES

- Work co-operatively with customers, coworkers, contractors and management.
- Active involvement during duration of system build, development, installation/start-up.
- Act as a liaison between plant personnel and customers, communicating project status, concerns and solutions.
- Develop new customers and achieve profitable sales target.
- Discuss automation projects with new and existing customers.
- Prepare sales schedules, sequences and quotes.
- Review project proposals with customer for agreement on project scope, timing, price and terms.
- Follow and prepare Sales Department ISO procedures.
- Travel within and outside of Canada.

QUALIFICATIONS

- Minimum, Graduate of Post-Secondary education or equivalent specialized experience.

PERKS

- Live and work in an awesome community. No more traffic headaches or delays.
- Great benefits package.
- Work in a brand new, state of the art facility.
- Competitive salary.
- Amazing work culture.
- Safe and responsible environment that exceeds applicable industry standards.
- Mentorship and growth opportunities.

HOW TO APPLY

Do you have the right skills, attitude and approach for this position? Let's connect! Our hiring process begins when you submit a cover letter and resume detailing why you believe Innovative Automation is the best next step (or start) of your career. We can't wait to hear from you.

WHO IS INNOVATIVE AUTOMATION?

Innovative Automation is about more than a job or a product. It is about building a team of passionate and resourceful Innovators who strive to create cutting edge, quality, manufacturing solutions. More importantly, we are a family of driven individuals who love what we do and the community we work and live in.

WHO ARE YOU?

- You don't believe in dead ends; there is always a solution.
- You want to be involved in building cool things.

WHO ARE YOU? (CON'T)

- You are confident and driven, but also a true team player.
- You aren't afraid to ask for help.
- You can't wait to learn new things and, more importantly, share that knowledge.
- You strongly believe that where there's a will, there's a way.
- You feel responsible for understanding and meeting expectations. It is important to you that you do a good job.
- You believe in professional and personal development.
- You thrive in fast paced environments.

[APPLY NOW](#)