

Account Manager

Greater Toronto Area



WMC Water Management specializes in the optimization of heating and cooling systems within large commercial, industrial, and institutional buildings. WMC provides technical expertise in water treatment to building owners, property managers, and engineering contractors. By protecting HVAC systems against corrosion, deposition, and microbiological contamination, we aim to increase the efficiency of our clients operations and drive down operating costs.

We are currently seeking an **Account Manager** to join our experienced team of water treatment professionals.

Responsibilities and Duties

- Source new sales opportunities through a variety of prospecting methods including outbound cold calls, in-person site visits, industry networking events, content creation for inbound sales strategy etc. with a focus on the Gatineau Region
- Convert sales leads and prospects into long-term customers with a focus on reoccurring chemical and service revenues
- Work collaboratively with Management to build up a lead, prospect, customer database. Maintain and update the CRM sales program on a regular basis.
- Maintain strong business relationships with property managers, building owners, and mechanical service contractors.
- Design and sell appropriate water management solutions
- Monitor local and regional competition, market shares, and pricing within assigned area.
- Work independently in the field to perform onsite water analysis of cooling tower, boiler and chilled water systems at various locations.
- Gather technical data from service sites; make recommendations regarding suitability of applications and adequately document and report results.
- Produce timely electronic reporting of findings and actions taken via task management software.

Desired Skills

- Technical college diploma or equivalent experience.
- Previous water treatment, HVAC maintenance, or commercial building operation experience.
- Self-driven and highly motivated, conduct themselves with diplomacy and have the ability to maintain confidentiality.
- Professional written and verbal communication and interpersonal skills. Ability to multi-task, willingness to learn and train, dependable and consistent with efforts.
- Technical background with mechanical aptitude.
- Flexible and adaptive approach to working and time management.
- Positive attitude with the ability to take direction from others.

Requirements

- Criminal background check may be required.
- Ontario drivers license with clean driver's abstract.
- Physically fit and capable of working in confined spaces at times.
- Ability to lift up to 50lbs regularly.

We thank you for your interest in WMC Water Management Consultants. Consideration will be given to those residing in the GTA.

Please note that only successful candidates will be contacted.