

Account Manager

Greater Toronto Area



Account Manager – Water Treatment Services (GTA & Downtown Core)

WMC Water Management Consultants

WMC Water Management specializes in optimizing HVAC and process heating and cooling water systems for large commercial, industrial, and institutional facilities. We provide engineered water treatment solutions to building owners, property managers, and engineering contractors. By protecting HVAC and process systems from corrosion, scaling, and microbiological contamination, WMC helps clients enhance system performance, sustainability, safety, extend equipment life, and reduce operating costs.

WMC is currently seeking a motivated **Account Manager** to join our experienced team of water treatment professionals. The Account Manager is responsible for managing and expanding customer accounts within the water treatment industry. This role combines technical service with business development — providing on-site system testing, recommending chemical treatment programs, and ensuring HVAC and process water systems operate efficiently. The Account Manager builds strong relationships with property managers, building owners, and contractors, while identifying new opportunities for growth and ensuring client satisfaction through reliable service and technical expertise.

Key Responsibilities

- Managing and growing customer accounts in the water treatment industry.
- Generate new sales opportunities through various channels including outbound calls, site visits, networking events, and content-driven inbound strategies—focusing on the Greater Toronto Area and Downtown Core.
- Convert prospects into long-term customers with recurring chemical and service revenue.
- Support new construction and commissioning projects as required.
- Collaborate with management to build and maintain a robust CRM database of leads, prospects, and customers.
- Maintain strong relationships with property managers, plant managers and mechanical service contractors.
- Design, present, and sell tailored sustainable water treatment solutions.
- Monitor competitive activity, pricing, and market trends in your assigned territory.
- Independently perform on-site water analysis for cooling towers, boilers, and closed-loop systems.
- Collect technical data, assess treatment performance, and provide actionable recommendations.
- Submit detailed and timely electronic service and sales reports.
- Representing WMC as a trusted technical advisor and key partner to our clients.

Qualifications & Skills

- Degree or diploma in Engineering, Applied Science, or Environmental Technology (Mechanical or Chemical disciplines preferred), or equivalent field experience.
- Minimum 3 years water treatment experience.
- Proven ability to grow and retain customer accounts through consultative, value-based selling.
- Self-motivated, professional, and able to manage confidential information with discretion.
- Strong communication, organizational, and relationship-building skills.
- Mechanical aptitude with a solid understanding of HVAC and process systems.
- Skilled at building trust and credibility with decision-makers and technical stakeholders.
- Flexible, dependable, and proactive approach to work.
- Positive attitude and willingness to learn and collaborate with others.

Requirements

- Minimum 3 years of relevant experience.
- Valid Ontario driver's license with a clean abstract.
- Ability to pass a criminal background check.
- Physically fit and comfortable working in confined spaces.
- Ability to lift up to 50 lbs regularly.

What We Offer

- Competitive salary and commission structure.
- Company vehicle and gas card.
- Comprehensive benefits and RRSP matching.
- Company-provided laptop and phone.
- Supportive, team-oriented environment with opportunities for growth.

We thank all applicants for their interest in WMC Water Management Consultants.
Only candidates selected for an interview will be contacted.
Preference will be given to applicants residing within the Greater Toronto Area.