

NATIONAL SALES ACCOUNT EXECUTIVE

R J McCarthy's is Canada's leading school uniform and specialty school apparel company. We have built our leadership position in Canada by following our mission of creating the world's highest quality school uniforms in a socially responsible way. Nationwide, we have 14 locations with over 300 team members. We are currently seeking a National Sales Account Executive to join our Team.

Reporting directly to our Director of Sales, your focus will be to enhance and develop national market presence (across Canada -ex Ontario) to generate maximum sales potential for targeted accounts within the JK to Grade 12 school market. Achieve sales and profitability objective, and develop and implement strategies and action plans for growth.

Responsibilities:

Development of a solid understanding of national landscape for new business development opportunity
Prospect & qualify new accounts
Achieve sales and gross profit margin targets
Attend and contribute to regular team meetings. Provide feedback to the team on issues such as competitors, marketing initiatives, market conditions, and recent successes
Regularly consult with Management, communicating successes or setbacks
Participate and work within the sales performance program to include: funnel management, weekly and monthly meetings with the Director of Sales
Maintain and increase product and market knowledge
Research, analyze and understand customer account culture, values and financial aspects by utilizing available business tools (School board reports, market specific research etc.)
Develop and implement key customer development and retention strategies, tailored to specific customer needs
Achieve forecast & develop ongoing strategies to secure new accounts
Develop business reviews, outlining specific actions to ensure attainment of objectives in territory
Utilize internal resources (Subject Matter Experts), as required
Ensure Sales tracking tools are updated as part of the Sales program
Participate in and assist with Request for Proposal (RFP) negotiation

Requirements:

Sales experience (National scope - Canada) in the JK to Grade 12 market.
5+ years of sales or account management with a CONSULTATIVE type of sales process preferably in the Elementary and High school space.
University Degree / College Diploma.

Excellent communication skills with the ability to partner and collaborate effectively.
Proven experience in facilitation and negotiation techniques within multiple levels of an organization.
An intimate understanding of the sales process at senior levels within client organizations.
Willingness to travel.

Remuneration:

Competitive Salary, Bonus Plan, Benefits and Car Allowance.

Please submit your resume in confidence to resumes@rjmccarthy.com.

We thank all applicants for their interest in joining our Company; however only successful candidates will be contacted for an interview.