



Why MicroAge?

MicroAge is a Trusted Business Partner and Market Leader that enables Client success through the adoption of information technology. MicroAge provides organizations with Managed IT services and business technologies, supported by a team of skilled technical professionals who anticipate the evolving needs of our Clients. We take pride in the premium quality, personalized services we deliver. We have earned the privilege to be considered the partner of choice for many of Canada's Fortune 1000 companies, small and medium businesses, public sector, educational institutions, and micro-businesses.

Our Team is comprised of talented and passionate professionals that build partnerships with our customers in the development of their businesses. The MicroAge vibe is dynamic and contagious and team members are appreciated for their involvement and rewarded for their contribution. Continuous improvement is constant due to your industry pace and part of our culture which includes ongoing skills training and coaching. Our ethics and accountability are non-negotiable.

The Position: An Enthusiastic Representative of MicroAge to our Clients - Account Manager

Location: Whitby, Ontario – Durham Region

The Account Manager is a hybrid role within the Sales team. The Account Manager is responsible for prospecting and uncovering opportunities within potential SMB and Public Sector Clients. Responsibilities will include visiting clients, preparing proposals and quotations, as well as maintaining a long-term relationship once transaction is complete. The Account Manager is recognized for having a proven track record for consistently exceeding sales objectives and possesses exceptional prospecting and client development skills that are required to establish and build long term trusted relationships.

Responsibilities:

- Perform business development, prospecting and follow-up activities to solicit, nurture and close new business opportunities
- Ownership of team related administrative tasks to ensure the highest level of customer satisfaction
- Maintain sales funnel that will substantiate GP quota objectives
- Participate in Company-driven marketing initiatives and Social Media networking

The ideal candidate must possess:

- College or university education, preferably in a business-related field or equivalent work experience
- Minimum 2-5 years of B2B sales experience with proven track record of personal/entrepreneurial success preferably with a technology, solutions sales, or consulting background
- Organized, positive attitude, self-disciplined, motivated and ambitious to succeed
- Operational proficiency and aptitude to position Information Technologies and Services to business requirements

We offer:

Competitive remuneration: salary, commission

Comprehensive employee benefits package

Training, coaching and mentoring within a challenging and rewarding work environment

Opportunity for personal and professional growth with the possibility for advancement within the Company

Are you interested in becoming a **business technology advocate**?

Would you like to **help businesses** perform better through the **adoption of business technologies**? We will be selecting only the best candidates that want to **have fun, learn** and **be part of our winning team**.



JOIN THE TEAM