

Key Account Manager

Custom Castings is a world class producer of aluminum and zinc castings with a high level of value-added processing. We supply many of the leading Original Equipment Manufacturers (OEM's) in Canada, USA and Mexico. Our products are sold to many customers in a well diversified industry base.

Within our organization, the position of Key Account Manager assists senior management in building the sales function of our growing manufacturing business.

This important position requires an individual who has experience selling at the executive and enterprise level. As part of a team effort, the Key Account Manager leads the selling effort in all phases for assigned key accounts within territories/industries deemed strategic and essential to the success of the organization. These responsibilities include target account list management, account planning, sales strategy development for the assigned accounts/territories/industries, funnel sales execution, deal closure and sales transition to our delivery teams.

Responsibilities:

- Relationship Development: Primary contact for all business development interactions with each account – building all commercial, enterprise and executive level relationships where applicable. Have ownership of the client relationship, contract, financial performance, client satisfaction.
- Account Business Planning: Work with the executive team to define and execute account business plans, leveraging our unique value propositions to the account and focusing on growth strategies.
- Account Business Development: Develop in-depth understanding of account problems, and our corporate solutions to be able to identify, create, manage and close opportunities. Create new revenues through business development of new clients.
- Collaborate and work with the Engineering team and other business leaders to drive best practices and methodologies.
- Conduct routine forecast processes and report on sales activities and forecasts to executive leadership team.

Key Attributes & Experience for the role:

- 5 to 7 years senior level sales account management with a proven track record of selling to Original Equipment Manufacturers.
- Post secondary education in business.
- Ability to prospect, qualify, pursue, close, address objections and understand complex solutions and service offerings.
- Driven, goal-oriented professional with the patience and confidence to work within long sales and business cycles.
- Strategic thinker with outstanding communication skills; oral and written.
- Attention to detail, self-motivated and ability to lead a disciplined sales process.
- Ability to effectively build relationships with all levels of the organization, and to lead and influence across functions.
- Ability to travel throughout North America.
- Working knowledge of CRM software and other business software applications.

Please send resumes in confidence to careers@customcastings.com

We thank all applicants in advance for their interest in this position, however, only those selected for an interview will be contacted.