



## **BECOME ONE OF OUR BEST ELEMENTS**

Just as air, earth, water and fire are essential to life, a successful employer is essential to a satisfying career. **Air Liquide**, a global leader in gases for industry, health and the environment, is such an employer. We will value your expertise and creativity, and encourage you to become one of the best elements of our success. Join our team and share our pride in a job well done – you'll be in good company.

### **ACCOUNT EXECUTIVE – BURLINGTON, ONTARIO – PERMANENT POSITION**

#### **An overview of the mandate**

Your primary role as an Account Executive will be to achieve Air Liquide's sales vision, while promoting safety, quality, awareness and compliance with company policies, as well as maximizing the impact of your actions on the company's sales, prices, competition and potential customers. Specifically, you will:

- develop a market strategy for your assigned territory based on information gathered
- manage and plan the territory to maximize profitability
- write proposals and negotiate contracts
- maintain and increase services to customers
- build customer relationships
- support the team in achieving objectives
- perform prospecting and market analysis
- nurture customer loyalty, upgrade your knowledge and competencies on an ongoing basis, and liaise with all stakeholders, internally and externally, to develop and deliver innovative solutions and close the sale (A company car will be provided.)

#### **Critical competencies for success**

- You should be a team player who shares knowledge and experience, listens and works cooperatively with others, and considers their needs, ideas and opinions when making decisions.
- Customer-oriented and service-driven, you are attentive to customer needs and requests, respect commitments made, and initiate new ideas to meet expectations.
- Persuasion, persistence and confidence guide your actions as a sales professional, making recommendations and decisions based on a complete analysis of facts.
- You are also a leader, able to obtain cooperation from others, establish your own performance objectives and deadlines, and proactively initiate actions, ideas or solutions.

#### **The ideal Account Executive profile**

- College diploma or bachelor's degree in the field of application
- Sales and Quality System (ISO) training
- Knowledge of MS Office computerized systems
- Knowledge of contract law and financial management basics
- 2 to 3 years of experience in industrial sales
- Valid driver's licence
- Ability to build and maintain good customer relationships
- Good management skills
- Ability to find new customers
- French/English bilingualism (optional, when required)

#### **Discover the benefits of employment with Air Liquide**

The reasons for joining Air Liquide Canada are many. We offer a competitive compensation and benefits package. We value technical expertise as much as managerial experience. We welcome and promote diversity in all its forms. And we offer a wide range of career paths in a wide variety of fields.

Air Liquide Canada adheres to an employment equity program and wants to create a stimulating and open workplace that fosters fairness, respect and diversity.