

## **Canadian Account Manager – West Toronto, Canada**

New Chapter Canada, Inc., an organic manufacturer of vitamin and herbal supplements is looking for a dynamic individual to join our mission-driven, organization. We seek an **Account Manager** to support the **Sales** department in a culture that fosters wellness and social responsibility. Candidate must be live within the assigned geographic territory.

### **Job Summary:**

A positive leader with charismatic communication skills responsible for selling New Chapter products to the Natural Product stores in an established territory.

### **Responsibilities:**

- Manage a defined sales territory.
- Work with existing accounts to maintain and grow sales, develop and maintain a database of prospective clients, and open new accounts in the territory
- Responsible for meeting and exceeding monthly sales goals
- Develop and deliver sales presentations and product trainings to health food stores buyers and employees
- Maintain knowledge of the supplement industry
- Will be ranked among peers quarterly and annually on objective and subjective qualities

### **Qualifications:**

- At least 2+ years outside sales experience preferably in pharmaceutical or vitamin sales
- Significant travel required with some overnight travel
- Excellent organizational and follow up skills
- Proven ability to close and attain monthly sales objectives
- Proven ability to learn complex product features and benefits and charismatic communication skills necessary to sell the benefits
- Basic computer skills including Outlook

### **Work Environment:**

- Works remotely out of home, traveling to retail stores within a defined territory on an established call cycle

### **Special Requirements:**

- Must own a car that can support travel requirements, and have a valid driver's license

Qualified candidates, submit resume to [careers@newchapter.com](mailto:careers@newchapter.com).

New Chapter Canada, Inc. is an equal opportunity employer.