



Nalco, an Ecolab Company, is seeking applicants for a Technical Sales Account Manager, working with our mining team in Saskatchewan. If you are a passionate sales professional with a proven track record of success in technical sales we invite you to apply. This is your opportunity to join a large growing company offering a competitive base salary, bonus structure and benefits.

**Job Overview:**

You will be responsible for revenue and profit growth of Nalco's chemical application programs and services in targeted accounts within the mineral and mining processing industry. Nalco provides an in-depth training program, including sales training in the consultative sales approach. The primary emphasis is on strong account leadership skills and on converting strategic competitive accounts. In addition, you will focus on building long-term relationships with an existing customer base, understanding their key business drivers, executing system assurance programs, and selling new technologies. We sell value, with proven ROI. You will be the face of that value delivery.

**Main Responsibilities:**

- Generate and execute sales plans and strategies to close new opportunities in existing customer base, and in major, competitively-held accounts, to meet defined territory profit increase goals. Target % sales time will be approximately 40-50%.
- Work closely with large, strategic current and prospective customers to understand business needs and recommend continuous improvement and innovation plans that will maintain and grow sales within assigned territory.
- Develop strong relationships with key stakeholders in current and prospective customers, including plant or facility executives.
- Provide technical support to customers; identifying and resolving customer challenges, escalating as required.
- Engage in problem solving by performing system analysis, interpreting data and providing written recommendations to ensure customer operations are performing at optimal levels.
- Actively sell and support Nalco innovations and technology in assigned customers to promote long-term business relationships with Nalco.
- Demonstrate strong team leadership by coaching and training other District Reps, championing corporate initiatives, and by planning and leading portions of District Meetings.
- Demonstrate the ability to stabilize jeopardy business in large, strategic accounts.

**Territory/Location Information:** This position is based out of Saskatoon, SK with travel throughout the province.

**Basic Qualifications:**

- Bachelor's Degree
- 5+ years of successful technical sales or field sales support experience
- Local travel requires 4 - 8 nights/month overnight stays within the territory.
- Able to travel to the U.S. for training/meetings
- Must have a valid Driver's License and acceptable Motor Vehicle Record
- No immigration sponsorship offered for this role

**Preferred Qualifications:**

- Bachelor's degree in Engineering (Chemical, Mechanical, Industrial), or Life Sciences (Biology, Chemistry, etc.)
- 7+ years of successful technical sales or field sales support experience
- Water treatment or specialty chemical industry experience
- Familiarity with the Canadian mining industry

- Working knowledge of boilers, cooling towers, and wastewater treatment systems
- High computer application literacy (including Microsoft Office Suite, and ability to learn internal business systems)
- History of working in a field that required autonomy and self-motivation
- Prior experience that required excellent communication skills
- Prior experience that required excellent organizational skills
- Sales or account leadership history of calling on multi-level plant or facilities management, and developing executive-level relationships
- Prior experience that demonstrates a strong work ethic and ability to multi-task
- Relocation assistance may be provided for the right candidate

If interested, apply to [jobs.ecolab.com](http://jobs.ecolab.com), keyword search: R00032624

<http://jobs.ecolab.com/job/7905480/account-manager-nalco-water-mining-saskatoon-ca/>