



SALES ACCOUNT MANAGER - HORTICULTURE, NORTHEASTERN, MIDWESTERN REGION - USA

Are you experienced in horticulture sales, business driven, flexible and ready for a new challenge? Then we are looking for you!

- > **A rewarding work environment that will challenge you and help you grow your career**
- > **We are a global company with local roots**
- > **We are committed to designing a better future for our clients**
- > **We are an equal opportunity employer committed to diversity in the workplace**

Priva is a worldwide leader in the design, production and service of climate control systems for horticulture. With a unique combination of software, hardware, and services, we pride ourselves on our ability to provide tailored solutions through superior product knowledge and exceptional customer service!

As a global organization operating in over 50 countries, Priva began as a family business in the Netherlands and expanded into Canada over 35 years ago. Since then we have been operating successfully in the Niagara region of Ontario as Priva North America. We pride ourselves on creating an optimal environment for our people in which they can grow and develop. As we continue to evolve our business, we are looking to build our outstanding team of experts!

We currently have an opening for the position of **Sales Account Manager** for the northeastern and midwestern region USA. Reporting to the General Manager, Commercial, The Sales Account Manager is responsible for handling client accounts at Priva North America (PNA); owning commercial account relationships, identifying targeted account opportunities and growing account sales volumes. They must build and maintain strong relationships with our clients; championing PNA's brand and vision and acting

as the lead point of contact for all client matters. This is remote opportunity with extensive travel required throughout the northeastern and midwestern USA, and occasional travel into Canada.

Responsibilities Include:

- Provide superior customer support and ensure all client requests are professionally handled in a timely manner
- Develop a solid and trusting relationship between clients and PNA; resolving client issues and complaints
- Develop a complete understanding of account needs; anticipating changes and recommending improvements
- Manage communications between clients and internal teams
- Collaborate with the sales team to maximize profit by up-selling or cross-selling
- Establish and oversee internal budgets with the company and external budgets with the client
- Participate in strategic planning to improve client results and review existing accounts to identify new sale and growth opportunities.
- Negotiate contracts with the client and establish a timeline of performance
- Work with design, sales team, marketing, operations and team members from other departments dedicated to the same client account to ensure the highest quality of products are being produced and commissioned and all client needs met
- Analyze client data to provide to enhance customer relationship management
- Plan and present reports on account progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies or company training
- Expand relationships and bringing in new clients
- Attend and participate, in regular meetings as scheduled and as required

The ideal candidate for this role has exceptional customer service skills and a strong ability to build positive professional relationships. A desire to work for a growing company with the motivation to achieve excellent results is essential for this role.

Qualifications Include:

- Bachelor's degree in marketing, business administration, sales, or relevant field
- 1 to 3 years previous work experience in sales, management, account management, or relevant experience
- Knowledge of the commercial greenhouse horticulture industry is mandatory
- Understanding and interest in technology innovation and/or automation
- Strong negotiation skills, with ability to follow-through on client contracts
- Goal-oriented, organized team player
- Demonstrated strong organizational and decision making skills
- Strong interpersonal, analytical and communication skills
- Effective time management, follow up and attention to detail
- Ability to multitask and manage more than one client account
- Self-motivated and self-directed with an eagerness to expand the company with new sales, clients, and territories
- Able to analyze data and sales statistics and translate results into better solutions
- Valid Ontario driver's license and the ability to travel internationally
- Knowledge of Priva production/solutions is an asset

Why consider Priva?

- Competitive compensation and benefit package including a pension plan.
- A rewarding work environment that will challenge you and help you grow your career.
- We are a global company with local roots.
- We are committed to designing a better future for our clients.

We are an equal opportunity employer committed to diversity in the workplace.

We will provide reasonable accommodations to applicants with disabilities throughout the recruitment process. If you are a person with a disability and require accommodation during the process, please

IN A NUTSHELL

Position

Sales Account Manager

Department

Sales

Level of education

Bachelor or equivalent

Experience Level

Contract Type

Fulltime - 40 hours

Location

Northeastern, Midwestern Region - USA

APPLY FOR THIS JOB

Fill in your personal details, and send us your motivation and CV. We will contact you soon!

First name

Last name

Email

Phone number

LinkedIn

Upload CV

Upload your motivation letter

Message

I agree that the personal data I have provided in this form may be processed in accordance with the Priva Privacy Policy.* [Read our privacy policy here](#)