

## **Key Account Executive – Edmonton**

Do you have a passion to grow business and love to think ‘outside the box’? Are you driven by the ability to build your own unlimited ‘upside’? We are a dynamic, innovative company looking to add a Key Account Executive to our team. In this position you will introduce companies to a leading-edge concept in the aggregates market and help develop one of a kind solutions. Aggregates Marketing is part of a larger integrated aggregates business under the umbrella of a publicly traded company and we have developed a unique midstream market solution.

We are looking for someone who has a passion for growing business, who is driven to exceed expectations and who understands the importance of finding and nurturing key relationships. They are a “quality over quantity” person with exceptional interpersonal skills.

### **What you get to do:**

- Build a portfolio of new business accounts servicing multiple industries
- Educate and support Supply Chain departments in large corporations to help streamline their aggregate sourcing
- Understand and research the market to uncover new opportunities
- Interface with operations, customers and suppliers to meet or exceed customer demands
- Pursue ongoing intelligence regarding upcoming activity and market trends
- Collaborate with other team members to develop bids and presentations
- Follow up with customers after bid/sales close to increase market understanding
- Develop a new Edmonton presence and prepare for regional expansion across Alberta

### **Your Talents and Abilities:**

- You are passionate about being a key player with an opportunity to grow a dynamic company
- You can adapt to change and demonstrate a high degree of confidence and professionalism
- You have your contacts and you get excited to present them with new opportunities
- You love building new relationships and presenting people with new ideas
- You don’t see “problems”, you see “opportunities”
- You are clear, concise and engaging in your communication
- You enjoy working within a team environment and helping others succeed
- You know your way around a computer and how to make the most out of Office programs
- You are able to manage your time wisely and don’t stress under deadlines
- You are a positive person who exudes confidence and finds solutions
- You know the industry and/or related industries and what you don’t know you are eager to learn

If you read this and are already thinking about the possibilities, we’d love to hear from you! This position is based out of our Edmonton office and will require travel to Calgary and other regions throughout Alberta to build your network. Aggregates Marketing is an equal opportunity employer offering a base salary with the opportunity to increase your earnings through commission-based incentives. We also offer a competitive benefits package.

To apply for this position please forward your resume and cover letter to [cheryl.grue@athabascaminerals.com](mailto:cheryl.grue@athabascaminerals.com)

We thank all candidates for applying, but only those selected for an interview will be contacted, no phone calls please.