



Account Manager Job Posting

Title: Account Manager
Reports to: Sales Director, Canada
Start Date: asap
Education Level: Bachelor's degree in technical area or equivalent training and experience
Location: West 50B Caldari Road, Concord, ON, L4K4N8
Send Resume to: Human Resource Manager: cyip@mirion.com
Working Hours: Full-Time (40 hours per week)

Job Summary:

The Account Manager is for a field sales position (Account Manager) covering a defined geographic area or market. The ideal candidate will live within the territory and within close proximity of a major airport. This position involves the management of a customer base of 100+ accounts in the aforementioned territory.

Core Duties/Responsibilities:

- Identify the key customer accounts in each territory that provide the major percentage of sales.
- Develop customer relationships and become a trusted advisor.
- Establish and execute account management strategies for key accounts.
- Work constructively with purchasing authorities in various commercial, federal, and local government agencies.
- Provide customers with field quotations and negotiate pricing.
- Meet monthly, quarterly, and annual sales quotas as assigned.
- Update sales director on sales situations.
- Maintain opportunities in Salesforce such that all opportunities are correctly entered and kept up to date.
- Maintain the knowledge required to be able to demonstrate standard Mirion equipment and software.
- Give presentations and develop first level of product interest.
- Act as a professional Mirion representative in all customer interactions.
- Provide Sales Director with required data and reports as needed.
- Ability to travel and meet with customers independently and regularly.
- Provide prompt support to customer requests.
- Perform other duties as assigned.

Skill/Knowledge & Other Requirements:

- Minimum 3 years of sales experience in a related high-technology field. Demonstrated equivalent ability can provide equivalence to years of experience.
- Bachelor's degree in technical area preferred, or equivalent training and experience
- Ability to apply fundamental and technical sales skills.
- Basic understanding of radiation detection fundamentals.
- Advanced understanding of the nuclear industry.
- Understanding of government and common commercial procurement processes.
- Ability to manage, strategize, and coordinate long-term sales situations.
- Strong focus and drive to close opportunities, win deals, grow the business
- Excellent written and oral communication skills.
- Technical skills/understanding/ability to quickly develop a thorough knowledge of Mirion equipment and understanding of customer applications; ability to recommend solutions; and ability to operate and demonstrate Mirion equipment.



- Ability to collaborate well and form good partnerships/relationships with other team members and departments needed for success (Engineering, Physics, Operations, Sales, Management, Marketing, Operations, etc)
- Self-motivated; Ability to function independently.
- Excellent time management skills.
- Strong organizational skills.
- Professional demeanor, appearance in representing the company
- Strong computer skills in a Windows environment and Microsoft Office.
- A well-defined sense of diplomacy, including solid negotiation, conflict resolution, and people management skills.
- Exception territory and time management skill.
- Able to build and maintain relationships with corporate departments and customers.
- Able to work efficiently as a part of a team as well as independently.

Other Skills/Knowledge:

- Completed some courses in sales techniques and fundamentals.
- Participation in local/regional/national conferences and meetings.
- Maintain knowledgeable on current sales techniques and fundamentals.
- Must have ability to operate and demonstrate technical equipment.
- Assessment techniques of examining, questioning, evaluating, and reporting sales.
- Must be able to operate independently in own territory.
- Must have an outgoing personality as the majority of the job will be direct “one-on-one” customer situation.
- Strong knowledge and ability to utilize Microsoft suite of products (Excel, PPT, Word, etc)A well-defined sense of diplomacy, including solid negotiation, conflict resolution, and people management skills.
- Able to build and maintain relationships with corporate departments and customers.
- Able to work efficiently as a part of a team as well as independently.
- Knowledge of and ability to utilize Salesforce and SAP
- Electronic and mechanical components background is an asset.

Working conditions while performing the job:

- Overtime may be required.
- Ability to travel, on average, 2-3 nights per week

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