

We are looking for a **Strategic Account Manager** to join our team. This position reports in to the Director Sales, Canada.

The SAM’s role is to actively seek new sales opportunities, strengthen relationships by providing exceptional service and integrity with existing and new clients and act as the industry expert for the Ontario area.

If you or someone you know is passionate about promotional items, self-motivated, driven and would like to work for one of the leading companies in the industry, we invite you to apply!!

**Key Activities include, but are not limited to the following:**

On an ongoing basis, and under the guidance of Management as needed, the following tasks and activities will be performed:

* Increase product and marketing awareness through regular customer visits and presentations
* Further develop the GTA market presence of Spector & Co
* Inspire clients, offer creative ideas and generate sales opportunities
* Foster the development of relationships between customer and inside account manager, by generating opportunities and providing information for the account manager (CSR) to pursue
* Attend industry tradeshows and customer events, as well as internal meetings and our annual sales meetings at our Head office

**A few reasons why you would want to work at Spector & Co.**

* You are looking to make an immediate impact
* You are even-tempered, understand how to interact with clients and have an over-the-top customer service attitude.
* You have excellent interpersonal skills
* You have solid verbal and written communication skills
* You are organized, disciplined and can work autonomously. Your attention to detail is impeccable

**Requirements:**

* Minimum 3-5 years proven sales experience (promotional product industry experience a strong asset)
* Must be living in Greater Toronto Area
* Professional demeanor and outward presentation
* Strong sense of reliability and service
* Computer Skills: Outlook, PowerPoint, Word and Excel; you will be trained on Spector’s CRM system.

**Points included in current job offers for SAM’s**

* The development and execution of a sales plan for the accounts managed by the Employee, within the overall sales and marketing strategy and objectives of the Employer.
* The execution of this sales plan will involve but is not limited to:
* Account visits and sales calls
* Sales presentations
* Disseminating product knowledge among customer base
* Supporting marketing initiatives
* Distribution of sample product and marketing material
* Trade show attendance and support
* The Employee will use technology and means provided by the Employer to provide the Employer critical information on the customer base, including but not limited to:
* Sales activities
* Contact information
* Customer feedback and requests
* Sales opportunities and related information
* The Employee will also be called upon to perform certain duties from time to time that contribute to the Employer’s efforts to increase sales in the territory assigned to the Employee.
* The Employee agrees to abide by the policies and procedures of the Company, which may be amended from time to time at the sole discretion of the Company.

Interested candidates may submit their resume to **Victoria Mitchell, Director of Sales, Canada** to [victoria@spectorandco.com](mailto:victoria@spectorandco.com) to be considered for this position. We thank all candidates for their interest in Spector & Co., only those candidates who best meet the criteria will be contacted for an interview.

**About Spector & Co.:**

Founded in 1950, Spector & Co. has established itself as a progressive Top 40 ASI supplier and has built a reputation for innovative product development and decoration, exceptional product quality, and outstanding customer service. Headquartered in Montreal, Canada, and with offices in Dongguan, China, and throughout North America, including a newly opened facility in Las Vegas, Spector & Co. employs over 300 people worldwide. The company is a leading designer and manufacturer of promotional merchandise for business such as writing instruments and journals, Ashbury bags, Scribl custom books, Ora drinkware, luggage and accessories, tech, travel, fitness, and home goods. Spector & Co. is C-TPAT certified, FSC certified, SMETA 4 Pillar audited and sells through authorized distributors.