



Established in 1995, Ontario, Cambrian Solutions is a vibrant sales and marketing company with a primary focus of supplying globally-sourced raw materials and chemicals to our expanding range of customers across Canada. We are a dynamic group of growth focused individuals who pride ourselves on our technical and solutions-oriented approach to our customers' needs.

Cambrian offers a competitive salary in addition to a positive and collaborative corporate culture. We believe in developing people as well as growing our business and make this philosophy a priority. Our head office is located in Oakville, Ontario. Please visit our website at [www.cambrian.com](http://www.cambrian.com) to learn more about us.

**Position Available: Account Manager – Animal Nutrition**

Type of Position: Permanent Full-time

Primary Location: Oakville, Ontario/Home Office

**General Summary**

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The Account Manager is responsible for the development of a profitable, sustainable Animal Nutrition business, and building a sales territory through new client relationships. The Account Manager develops an in-depth understanding of company products, industry trends and competition, in order to provide innovative solutions to customers' Animal Nutrition needs.

**Major Tasks and Responsibilities**

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Builds Industry/Brand Awareness, New Sales Territory and Develops New Client Relationships

- Assumes responsibility for researching, developing and becoming the industry expert in Animal Nutrition, including Pet Food, Animal Feed and Fish Feed.
- Interacts with relevant suppliers, as recommended by the Commercial Director, to determine which products are appropriate to sell to industry.
- Prospects new customers with the objective of building a brand portfolio of business
- Works with the Commercial Director to identify cross industry opportunities, and facilitates prospecting initiatives with the appropriate Account Managers
- Incorporates appropriate sales techniques when cold calling and prospecting new customers, ensuring effective communication of Cambrian's brand and market position
- Secures in-person customer visits with purchasing, R&D and sales & marketing contacts at potential customers
- Submits pre-call plans to Commercial Director and Product & Sales Coordinator
- Moves prospects through the Cambrian sales process to secure new business
- Use appropriate techniques to develop an in-depth understanding of customers' businesses, to identify potential needs
- Prepares and delivers sales presentations and product demonstrations, where applicable
- Addresses customer questions, concerns and inquiries, with timeliness and accuracy
- Logs call information in standard format within 48 hours of customer visit
- Ensures CRM is updated with most accurate contact name, number and email.
- Attends and is involved in local industry associations and events



#### Expands Current Account Portfolio

- Increases profitability of assigned territory by expanding product sales with existing customers
- Continually seeks to diversify product sales portfolio by initiating new projects that use existing Cambrian products or require the sourcing of new products
- Develops relationships within active accounts with multiple key contacts
- Secures in-person customer visits with purchasing, R&D and sales & marketing contacts
- Submits pre-call plans to Commercial Director and Product & Sales Coordinator
- Keep the sales pipeline up to date with open qualified opportunities
- Moves prospects through the Cambrian sales process to secure new business at existing accounts
- Researches, prepares and delivers sales presentations and product demonstrations, where applicable
- Logs call information in standard format within 48 hours of customer visit
- Cultivates customer relations through interactions at social events, tradeshow and industry functions
- Addresses customer questions, concerns and inquiries, with timeliness and accuracy
- Reviews monthly sales reports to determine any trending with increased or decreased sales by product, and by customer

#### Research and Market Analysis

- Becomes an expert in end-product industry through research and networking
- Uses acquired industry knowledge to provide innovative solutions to customers' Animal Nutrition needs

#### **Other Duties and Responsibilities**

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##### Internal Relationship Management

- Engages in ongoing communication with Commercial Directors and Sales & Product Coordinators to ensure customer requirements are met
- Participates in status meetings to discuss key accounts and prioritize activities in order to maximize territory growth
- Supports the internal shared resource teams (accounting, customer service, logistics, operations, marketing), as required

##### Administration

- Makes travel arrangements, while working within policy guidelines
- Completes monthly expense reports as directed by accounting department
- Updates eChempax with pertinent information
- Sends out credit applications to all new customers
- Sends out quotes to new/existing customers and requests samples, as required



### **Education and Experience**

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- University or College degree, preferably in Animal Nutrition, or equivalent combination of education and experience.
- Industry sales experience in would considered an asset
- Proven ability to convert prospects to new business

### **Work Environment and Conditions**

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- Home office, head office, customer locations, vehicle
- Business travel as required across Canada (and in some cases, the US)

**If you are interested in joining our team, please forward your resume and cover letter to [careers@cambrian.com](mailto:careers@cambrian.com), Attn: Account Manager – Animal Nutrition**

*\*Please note that ONLY candidates selected for an interview will be contacted.*