



Atlas-Apex Roofing Inc. Is continuing to grow across Canada, and we are currently looking for talented, motivated individuals to join our team in the following role:

NATIONAL ACCOUNT MANAGER

(One Position in our Toronto office)

RESPONSIBILITIES INCLUDE:

- Responsible for all activities surrounding customer relationship
- Develop and manage relationships with current customer base; build new relationships in order to grow
- Work collaboratively to ensure customer service and support is at highest level
- Develop and communicate a strategy to grow market share and customer base consistent with the company's business plan
- Ensure sales efforts are focused on share gain, profit improvement and contribution margin goals
- Represent Atlas-Apex Roofing Inc. at key customer functions
- Identify potential bundling opportunities, share knowledge and create competitive advantages whenever possible
- Work productively with all areas of the organization
- Perform other tasks, as assigned

JOB SPECIFIC COMPETENCIES WANTED:

- Problem Solving – able to solve difficult problems and produce effective solutions
- Presentation Skills - effective in a variety of formal presentation settings: one-on-one, small and large groups, with customers, co-workers and superiors; can manage group process during the presentation; able to change strategies midstream when something isn't working
- Strategic Agility – able to anticipate future consequences and trends accurately; is future-oriented; capable of creating competitive strategies and plans
- Written Communication - able to write clearly and succinctly in a variety of communication settings and styles; capable of having messages come across with the desired effect
- Customer Focus - Is dedicated to meeting the expectation and requirement of internal and external customers; gets first-hand customer information and uses it for improvement in services offered; acts with customers in mind; establishes and maintains effective relationships with customers and gains their trust and respect

SKILLS/ QUALIFICATIONS:

- University or college diploma preferred, but not necessary



- 3+ years managing customer accounts at a national level
- Organized, motivated and driven
- Proven ability to build relationships and influence customers
- Excellent written and verbal communication skills
- Flexible, friendly and positive attitude
- Clean driving record
- Ability to travel as needed

WE OFFER:

- Competitive wages –based upon experience
- A comprehensive benefit program for you and your family
- Extensive safety training
- A culture that is built on teamwork, diversity and passion for success.
- Opportunities are available throughout the company for talented, experienced and advancement-driven individuals

HOW TO APPLY:

Email resume to careers@atlas-apex.com or fax to 416-421-1661

COMPANY OVERVIEW

Atlas-Apex Roofing Inc. is a leading commercial/industrial roofing contractor with operations throughout Canada and the USA. With over 85 years of experience in the roofing business our success is measured on our ability to perform for our clients. Atlas-Apex has harnessed the power of technology, innovation and experience to provide the most comprehensive roofing program in the country.

Want to know more about us... check out our video

<https://youtu.be/3KC-urkf1UM>.