

Technical Sales Account Manager

SUMMARY:

Based in Toronto, Ontario, Fortran Traffic Systems Limited is a leader in the North American traffic industry, providing totally integrated, turnkey transportation solutions. Fortran offers its clients the benefits of its research and development, proven technology, experience and an established track record of working solutions. Fortran offers a challenging environment that fosters creativity and rewards excellence.



We are currently looking for a Technical Sales Account Manager. Responsible for growing sales to existing and new customers through effective prospecting, responsive customer service. The position is primarily an outside sales role with responsibility for a broad product portfolio of specialized equipment related to Traffic Control (ie. traffic signals, controllers, detection, hardware).

PRIMARY RESPONSIBILITIES:

1. Active prospecting to increase the company's customer base
2. Increasing market share among the company's existing clientele.
3. Provide presentations to customers
4. Preparing quotations and following up on customer inquiries.
5. Developing proactive sales strategies and marketing campaigns.
6. Introduce, demonstrate and promote all current and new products.
7. Sets sales objectives.
8. Conduct product and training programs (at both government agency and contractor level.)
9. Submit weekly sales reports
10. Submit quarterly report summarizing Fortran performance and current competitive activity.
11. Update and maintain existing customer and contractor contact information
12. Complete follow up on inquiries and report back on outcomes.
13. Investigate, document and report all complaints and claims for service in territory.
14. Attend trade shows as directed by management.
15. Assist with On-Site Technical Support
16. Other directly related appropriate duties as assigned.

Knowledge/Experience:

1. Bachelor's degree, preferably in a business or related field
2. Minimum 7 years experience with Mechanical /Electrical background.
3. Demonstrated track record of consistently exceeding corporate goals as well as strong negotiation and closing techniques
4. Working knowledge of Microsoft Office software package
5. Very computer competent for and a wide range of programs and hardware

Skills and Personal Suitability:

1. Outgoing, ability to travel
2. Strong presentation, organizational, and time management skills.

3. Strong technical skills: able to present technical concepts; provide customers with hands-on technique using our products
4. Outstanding verbal and written English communication skills are required.
5. Exceptional interpersonal skills
6. Ability to work independently as well as part of a team
7. Ability to multi task on multiple jobs
8. High level of self motivation.
9. High ability in overcoming objectives.
10. High motivation skills.
11. Creative thinking.
12. Good computer literacy. Attention to detail
13. Must have a valid Driver's Licence