



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)

**CORE 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

**ATLAS-APEX ROOFING OFFERS:**

- Great opportunity
- Competitive salary
- Comprehensive benefit package
- Excellent incentives

**HOW TO APPLY:**

- Email resume to [careers@atlas-apex.com](mailto:careers@atlas-apex.com) or fax to 416-421-1661

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- Orlando, FL
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