



A&R Belley Inc. is a just-in-time corrugated box supplier with a proven track record of saving clients TIME, SPACE and MONEY. A&R Belley Inc. is one of the largest purchaser of corrugated boxes in Eastern USA and Canada with growing sales in both countries. Our current markets include; Quebec, Ontario, British-Columbia, Vermont, Oregon, New York and Arizona.

Account Manager - Business Development A&R Belley Inc

The candidate who is awarded this position will have to build his own portfolio of customers in the Vermont – NY State market. It will be an independent, self-motivated worker with a tireless work ethic willing to take on a service role. The successful candidate will demonstrate the ability to communicate openly and professionally with all parties they deal with as well as being able to show the ability to handle all responsibilities necessary to facilitate continued growth within all markets. The growth potential for the person awarded this position will be limited only by the effort put forth, their foresight, their follow through and their performance. The ability to understand the Supply Chain benefits the Belley program offers, coupled with the ability to explain and quantify those benefits to potential customers is of paramount importance. The role of this position will vary based on customer requirements and will evolve with time. This is a wonderful opportunity to grow within the successfully established framework of a progressive, mindful company.

MAJOR DUTIES AND RESPONSIBILITIES

- Initial contact to potential customers based off a "Lead List".
- Follow a pre-written script when initially contacting potential customers.
- Ability to explain the basic premise of the Belley -"Beyond The Box" program with conviction and to justify Belley's ability to save our customers, TIME, SPACE & MONEY.
- Schedule meetings, cold calls, appointments and follow-ups as needed.
- Investigate and understand current market.
- Identify potential new customers in Vermont and NY State market.
- Obtain samples and ship to A&R Belley Inc. headquarters, Sherbrooke, QC, Canada.
- Develop sales + growth strategy with the sales team.

QUALIFICATIONS FOR THE JOB

Education:

High school diploma; BA preferred.

Computer literacy; Excel, Word.

Experience:

Sales / Telemarketing experience.

Understanding of Supply Chain process.

Other:

Multi-lingual: English / French / Spanish preferred.

KEY COMPETENCIES

- ✓ Self-motivated individual looking to grow with an established framework within a successful, progressive company.
- ✓ Efficient, effective time management skills.
- ✓ Excellent oral and written communication skills.
- ✓ Ability to FOLLOW and LEAD with a focus on personal and professional growth.
- ✓ Experience in the corrugated industry.