



ACCOUNT SERVICE REPRESENTATIVE

PURPOSE OF ROLE

The Account Service Representative is part of the Mountain Exposure Sales Team and will work directly with Mountain Exposure Account Managers. The Account Service Representative is responsible for (but not limited to), cultivating and growing MTNX brands throughout the Western Canada territory. Extensive travel to visit an extensive network of dealers to service, educate and excite sales staff to motivate sales is a key aspect of this role.

What you will do and need...

- Develop and execute a seasonal service visit plan
- Schedule and execute clinics
- Effective in-store merchandising visits
- Enthusiastic seasonal product knowledge clinics
- Inspiring retail staff about MTNX brands and regional event marketing attendance and support events and tradeshow
- In-store merchandising
- Contributing to the sales growth of MTNX brands within established retail doors in our territory
- Communication with established accounts about order and delivery cycles
- Extensive travel to visit network of retailers
- Conduct educational clinics detailing the product and brand
- Being an “ambassador” for the brand in-store and on the road
- Set up and running brand promotional events
- Observing inventory of product and writing asap orders
- Reliable vehicle
- Communicate from the road with the main office
- Provide daily, weekly and seasonal feedback to MTNX management team
- Other support duties as required
- Responsible for a positive communication flow to MTNX management team, respective brand Customer Service teams
- Ensuring MTNX service exceeds expectations
- Administering and distributing retail staff pro deals
- In-store sales related projects

Your personal attributes demonstrate...

- Proven success in retail store servicing and sales support
- Enjoy flexible working hours, which includes weekend coverage
- Passion for the outdoors and all that MTNX stands for
- Experience travelling and adapting to life on the road
- Self motivated and high energy
- Ability to meet deadlines while working remotely
- Outstanding customer service standards
- Proven organization, prioritizing and time management skills
- Excellent communication and presentation skills
- Excellence in building strong, long term relationships
- A great sense of humor and ability to contribute to our team culture
- Adaptable to a fast paced and changing environment
- High level of commercial acumen and sound judgment
- Ability to work well remotely and spend time on the road
- Strong digital skills (social media, sales tools, Google suite, office suite, CRM, etc.)
- Display enthusiasm and skill to develop into the role
- Highly organized and detail oriented
- Professional email etiquette, written and verbal skills, with strong listening and clear communication

This opportunity will remain open until the position is filled.

Email your cover letter and resume to info@mountainx.ca

Starting Salary \$2750/month