



Account Executive

Department: Relationship/Sales

Location: Burnaby, BC

Reporting: Vice President, Sales Operations

Role

We are currently seeking to hire an Account Executive for a full-time position who develops and implements appropriate action plan and initiatives to maximize sales growth within assigned accounts. The Account Executive will be the primary point of contact for each assigned account and responsible for driving and achieving annual growth objectives. This role will report to the Vice President, Sales Operations. This position will be based out of Burnaby Office.

Duties and Responsibilities

- Drives strategic sales growth and account planning process; prospects and pursues new business opportunities, assesses and uncovers partner needs and develops effective partner review sessions supported by regularly updated action plans.
- Determines sales goals and opportunities for each partner to understand need for different products and services. Utilizes product training, sales coaching and recognition programs to motivate product sales and encourage overall revenue growth
- Communicates and collaborates with internal team members to ensure products and services are being implemented and administered to partners expectations.
- Maintains an understanding of Credit Union regulations and market trends to ensure Account Executive is proactively driving results and adding value to our partners.
- Creates and builds relationships with new and existing accounts to support the execution of territorial business plans.
- Coordinates activities between partners and company to ensure support for product engagement and account management functions.
- Maintains an understanding of Credit Union regulations and market trends to ensure Account Executive is proactively driving results and adding value to our partners.
- Attends credit union annual general meetings and other relevant seminars and meetings, as assigned.
- Maintains accurate annual travel and promotional expense budget in assigned region and minimizes amount of variance between budgeted versus actual amounts.

Qualifications / Skills and Experience

- Minimum of 5 years' lending, credit union or financial industry experience
- Exceptional sales and service skills; demonstrated ability to build new business and maintain current business
- Strong presentation skills, and interpersonal and communication skills
- Must be proficient with common computer applications particularly MS Word, Excel, Outlook and PowerPoint
- Embrace a high performance culture; possess a passion for sales and marketing; is customer focus
- LLQP Life License considered an asset
- Must be comfortable with traveling throughout the province

Valeyo is committed to providing a barrier-free work environment in concert with the Accessibility for Ontarians with Disabilities Act and the Ontario Human Rights Code. As such, Valeyo will provide reasonable accommodations available to applicants with disabilities upon request during the recruitment process. Please contact hr@canadianpremier.ca for accommodation requests.