



Senior Automation Account Manager

Located in Calgary, AB, Allied Centrifuge Technologies is an organization specializing in the design, manufacturing, servicing, and repair of decanter centrifuges. Allied has developed its own automated control systems division that is able to support any industry processing system that requires automated controls.

The Senior Automation Account Manager is primarily responsible for developing, supporting, and generating new business accounts. The role will be focused on helping customers achieve their automation, control panel sales, and plant maintenance contracts. The ideal candidate has 5+ years of experience in electrical or automation sales and or at the EPC Engineering level.

Responsibilities:

- Analytical and problem-solving abilities with an eye for developing and engaging in new business opportunities
- Building relationships with clients, responding to questions, improving engagement with equipment and products, and providing outstanding customer service
- Presentations through multiple types of visual, verbal, and written communication methods
- Understanding of product line including data visualization, PLC's, HMI's, VFD's and hazardous location analysis.
- Consistent engagement of customer Leadership/Executive Management in discovery and pursuits.
- Consistently identifies and articulates customer value and provides ROI / justification for proposed solutions.
- Communicate and elaborate with engineering departments to develop and propose innovative solutions to customers
- Performing various administrative duties, such as preparing commission and expense reports, and conducting post sale follow ups with customers

Personal Qualifications:

- Lead, follow up, prospecting and networking skills are essential to this position
- A self-starter with a drive for excellence you will forge long standing relationships with customers.
- Occasional travel may be required for this position.
- The ideal candidate has 5+ years of experience in electrical or automation sales and or at the EPC Engineering level.



Benefits:

- Full Benefits after 3-month probationary period;
 - Extended health
 - 100% basic, 50% major dental coverage
 - Employee assistance program
 - Dependants
 - Short term, and long-term disability
 - Critical illness and life insurance

Salary:

\$42,000 – \$180,000

Negotiable based on experience