



Account Executive

Triumvirate Environmental, one of the largest environmental services firms in North America, is looking for an Account Executive for the South Shore of Montreal. We are seeking an experienced business development professional with direct selling experience in Higher Education, Life Sciences, or Healthcare industries who values building long-term, customer-intimate relationships with clients, to join our dynamic sales team.

Responsibilities:

- Contact prospective business clients within specific industries and sell Triumvirate's services
- Learn to sell all service lines offered by Triumvirate
- Utilize TEI's internal CRM system
- Maintain a high level of sales activity in an assigned region
- Attend industry conventions and networking events
- Develop an understanding of OSHA regulations and Triumvirate's Health and Safety Practices
- Work towards becoming familiar with technical, customer service, and business components of environmental services
- Follow market developments, search for new product lines, and other revenue enhancing initiatives
- WOW! Triumvirate's internal and external customers!

Qualifications:

- 1+ years previous sales experience, ideally in the Environmental Services industry

- BS in Business or Marketing; or a BS in Environmental Science, Chemistry, Biology or equivalent required
- Familiarity with consultative sales techniques
- Direct selling experience in Higher Education, Life Sciences, or Healthcare industries
- Basic knowledge of or desire to learn environmental services field
- Must be a self-starter, have a sense of urgency to close business, and a desire to constantly improve
- Valid driver's license and a clean motor vehicle record
- Must be bilingual in French/English

The requirements listed are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Individuals with Disabilities and Protected Veterans encouraged to apply. Triumvirate is an Equal Opportunity Employer (EOE) and a drug-free workplace.

Email us at careers@triumvirate.com to apply.