



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/04

Account Manager - Environmental Services

Job ID	114662-1956	
Web Address	https://careers.indigenous.link/viewjob?jobname=114662-1956	
Company	Clean Harbors	
Location	Halifax, NS	
Date Posted	From: 2019-05-08	To: 2050-01-01
Job	Type: Full-time	Category: Resource Sector

Description

The Opportunity

The Account Manager - Environmental Services (known internally as the Account Manager) is responsible to grow new accounts and expand and/or maintain existing accounts for the assigned specified book of business.

Why work for Clean Harbors

- Health and Safety is our #1 priority and we live it 3-6-5!
- Competitive wages
- Comprehensive health benefits coverage after 30 days of full-time employment
- Group RRSP with company matching component
- Opportunities for growth and development for all the stages of your career
- Generous paid time off, company paid training and tuition reimbursement
- Positive and safe work environments

Key Responsibilities:

- Ensuring that Health and Safety is the number one priority by complying with all safe work practices, policies, and processes and acting in a safe manner at all times;
- Implement Sales Plan. Obtain signed standard service agreements for new corporate account business.
- Customer Sales Support. Promote communication and coordination between sales, operations, customer service and customers. Develop and maintain corporate level communication with corporate accounts.
- Obtain a minimum yearly goal in new business accounts. Meet quarterly and annual revenues objectives. Meet or exceed the threshold for the established minimum number of sales call per week.
- Market Strategy. Identify corporate account locations company-wide and direct the appropriate sales and service personnel to those locations as needed.
- Develop Client Solutions. Maintain daily awareness of sales activities and results.
- Contact Management. Demonstrate ability to negotiate pricing and contract requirements. During

customer sales calls, determine adequacy of present level of service and recommend adjustments.

- Client Networking. Participate in joint sales calls with local account owners to promote business and to provide coaching and feedback to account managers.
- Complete annual sales revenues budget

What does it take to work for Clean Harbors

- Bachelor's degree preferred
- 5+ years industry or relevant experience; environmental experience highly preferred
- Maintain ability to work with little or no supervision. Maintain ability to handle multiple tasks simultaneously.
- Maintain professional appearance. Must have excellent presentation and writing skills.
- Ability to travel as needed

Join our team today! To learn more about our company, and to apply online for this exciting opportunity, visit us at www.cleanharbors.com/careers

Clean Harbors is the leading provider of environmental, energy and industrial services throughout the United States, Canada, Mexico and Puerto Rico. Everywhere industry meets environment, Clean Harbors is one-site, providing premier environmental, energy and industrial services. We are solving tough problems through innovation and proven methodology – come be part of the solution with us.

We thank all those interested in joining the Clean Harbors team; however only those that complete the online application and meet the minimum job qualifications will be considered for this role.

Clean Harbors is a Military & Veteran friendly company.

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For more information, visit Clean Harbors for Account Manager - Environmental Services