



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

Regional Account Manager - Vancouver

Job ID	75283-en_US-6731
Web Address	https://careers.indigenous.link/viewjob?jobname=75283-en_US-6731
Company	Canadian Pacific
Location	Vancouver, BC
Date Posted	From: 2019-03-25 To: 2050-01-01

Description

- Req ID: 75283
- Department: Sales & Marketing
- Job Type: Full-Time
- Position Type: Non-Union
- Location: Vancouver, British Columbia
- Country: Canada
- % of Travel: 20-30%
- # of Positions: 1
- Job Available to: Internal & External
- Deadline to apply: 04/05/2019

Canadian Pacific is a transcontinental railway in Canada and the United States with direct links to major ports on the west and east coasts. CP provides North American customers a competitive rail service with access to key markets in every corner of the globe. CP is growing with its customers, offering a suite of freight transportation services, logistics solutions and supply chain expertise. Visit cpr.ca to see the rail advantages of CP. For more on our purpose, culture, and strategy, visit cpr.ca/en/about-cp. **PURPOSE OF THE POSITION:**As a member of the CP sales team, you will be part of a proven sales and marketing team that has built success in the transportation industry for over a century. Based in the Vancouver area you will play a key role with a large focus on working with in the Forest Products, Pulp and Intermodal markets. This role will have a competitive sales incentive plan and will help CP grow our business with new sales and customers. **POSITION ACCOUNTABILITIES:**

- Identify and capture sustainable and profitable opportunities for a defined region. It serves as local support at the facility plant level and as interface to CP Train Operations, short lines and government groups for that region;
- Develop and expand current business and business retention within assigned customer base;
- Identify of new business opportunities through direct prospecting, networking, attendance and participation with various industry or professional groups within the region;
- Deliver compelling calls and presentations to introduce CP's value proposition;
- Complete primary research, competitive analysis and customer needs assessment for the region. Incorporating customer needs and input/feedback from CP Train Operations and external group;
- Source new and profitable business by calling on existing and prospective new customers for CP in designated geographic areas;
- Develop and execute account profiles, sales account strategies and plans for assigned account and new business opportunities (targets, key contacts, call cycles) in the region;
- Maintain and secure additional targeted freight revenue and yield from small and mid-market accounts in line with corporate and team targets;
- Identify and progress qualified sales leads converting leads into new revenue and operating income;
- Highlight and Document customers "terms of sales" for key internal stakeholders to facilitate execution and measurement of product sold;
- Obtain, synthesize, and concisely articulate key customer and market information; collect and verify market information; Customer Relationship Management at the local plant level;

- Challenge the product or pricing specifications as set forth by Marketing in the event that such product features/ pricing are uncompetitive;
- Be “present” in the market/ with our customer base. Communicate, context and carry CP’s corporate strategy and key business messages to our customer base;
- Effectively communicate and link company objectives to customers at a local and regional level;
- Act in a project development function by supporting business case creation for joint line business and opportunity development.

POSITION REQUIREMENTS:

- Must possess a University degree in business, marketing or related field;
- Previous sales experience is a requirement;
- Forest Products market intel and knowledge is an asset for this role
- Previous exposure within transportation, supply chain management, distribution, or logistics is preferred;
- Bilingual (French and English) would be considered an asset;
- Negotiating skills, Strategic planning, Critical thinking and Financial analysis/acumen;
- Proven track record in successfully closing deals;
- Computer skills for Decision Making & Communication;
- Able to make connections and build/maintain strong relationships both internally and externally;
- Able to build strong relationships with customer base across several layers in the customers organization;
- Able to communicate complex issues to key stakeholders;
- Strong advocacy/influence/persuasion capabilities (for CP internal stakeholders as well with the customers;
- Excellent communication skills – written, verbal and presentation skills;
- Ability to deal with multiple stakeholders;
- Ability to learn “on the job” in a complex environment;
- Values contribution of own and cross-functional team members.

WHAT CP HAS TO OFFER:

- Flexible and competitive benefits package
- Competitive company pension plan
- Employee Share Purchase Plan
- Performance Incentive Program
- Annual Fitness Subsidy

ADDITIONAL INFORMATION:As an employer with national presence, the possibility does exist that the location of your position may be changed based on organizational requirements. **Background Investigation:**The successful candidate will need to successfully complete the following clearances:

- Criminal history check
- Reference check

Management Conductor Program:Becoming a qualified conductor or locomotive engineer is the single best way for a management employee to learn the business at CP. You may be required to obtain a certification or to maintain your current certification/qualification as a conductor or locomotive engineer. CP is an equal opportunity employer committed to the principles of employment equity and inclusion. We welcome applications from all qualified individuals. All applicant information will be managed in accordance with the federal Personal Information Protection and Electronic Documents Act (“PIPEDA”).

For more information, visit Canadian Pacific for Regional Account Manager - Vancouver