



## Account Manager

Peak of the Market Ltd. is actively seeking an **Account Manager** to build and maintain favorable relationships with our customer base and ensure Peak stays as the top choice on their minds.

### About Peak of the Market Ltd.

Peak of the Market Ltd. is an inclusive and diverse company that fills the produce aisle with fresh, high-quality product from A to Z (asparagus to zucchini) across Canada and throughout the United States. As a Grower-owned business with a full-service team from sales to logistics to packing and distribution, Peak of the Market Ltd. controls the supply chain from seed to plate. Peak of the Market Ltd.'s culture is defined by our commitment to sustainability, innovation, and community.

### Responsibilities:

- Sell produce to customers and buy produce from suppliers across North America.
- Prepare quotes, coordinate, and process orders.
- Seek opportunities for growth, partnerships, and joint ventures.
- Maintain and grow sales prospect lists.
- Communicate and co-operate with Staff, Growers, customers, and Suppliers.
- Perform all duties in an accurate and efficient manner.
- Adhere to all company procedures and policies.
- Other duties as assigned.

### Qualifications:

- 3-5 years of sales or account management experience preferred. Knowledge of produce is an asset.
- Strategic selling experience in all phases of selling process.
- Strong analytical and negotiation abilities with strong problem-solving skills and a high attention to detail.
- Exceptional organizational and people skills.
- Excellent time management and priority setting abilities.
- Excellent presentation skills with strong written and verbal communication abilities.
- Dynamic, self-motivated & results driven.
- Capacity to work in a fast-paced changing environment.
- Strong commitment to customer service.
- Technology savvy with advanced knowledge of Microsoft Office.
- Positive attitude, courteous and friendly.
- Must be bondable.
- Minimum Grade 12 education.