Bedford Biofuels Account Manager

Bedford Biofuels is an exciting energy company that is growing its Canadian sales team. We invite you to send us your resumes if you are looking for a change and are interested in working in the emerging market of biofuels.

Responsibilities

- Develop and execute sales and marketing strategies, conduct sales calls and expand client relationships to achieve monthly sales targets
- Contacting, developing and fostering prospective clients
- Provide superior customer service to maximize customer satisfaction
- Maintain in-depth knowledge of the Bedford Biofuels investment products
- Represent Bedford Biofuels and our investments in a professional and compliant manner

Qualifications

- Sales experience (preferably in the Investment Sales and/or financial services industry)
- Strong business and or sales networks, also comfortable with developing a client/networking base through development methods such as; seminars, trade shows and cold calling.
- Exceptional at prospecting, creating relationships, networking, presenting, effectively answering objections, closing the sale and masterful at generating referrals
- In-depth knowledge of sales techniques and customer management
- Strong communication, negotiation, interpersonal, presentation and computer skills
- Ability to produce results with minimal supervision, in a fast paced environment

Why Bedford

- Competitive, performance based income and bonus package
- Opportunities to grow within the company
- Fun, energetic co-workers who share the same core values and strategies
- Aligning with a foreword looking alternative energy company

Join our team of lively, motivated staff. At a time in human history when environmental stewardship is at its highest and global investors are demanding more from their investments, Bedford is leading the way with its triple bottom line investment that is humanitarian, environmental and profitable. Come be a part our remarkable journey.

Qualified candidates are invited to a forward a resume, in confidence, to:
careers@bedfordbiofuels.com

We would like to thank all applicants for their interest in this position; however, only those selected for interviews will be contacted.