

## **Director of Key Accounts**

DryAir Manufacturing Corp. is looking for a Director of Key Accounts. In this role, you will be responsible for fostering and expanding relationships with key clients, driving sales growth, and ensuring customer satisfaction. If you are a driven, highly motivated, results-oriented Sales professional, with excellent communication and relationship building skills, we want you on our team!

### **Responsibilities**

- **Relationship Management:**
  - Build and maintain strong, long-lasting relationships with senior decision makers within assigned key accounts.
  - Understand customer needs and objectives to provide tailored solutions and ensure customer satisfaction.
  - Act as the primary point of contact for key accounts and address any issues or concerns promptly.
- **Sales and Business Development:**
  - Develop and implement strategic plans to achieve sales targets and expand “share of wallet” with key accounts.
  - Identify new business opportunities and stay updated on industry trends to stay ahead of the competition.
  - Collaborate with the sales team to drive revenue growth and meet organizational goals.
- **Cross-Functional Collaboration**
  - Collaborate effectively with internal teams, including production, logistics, and customer support, to ensure seamless delivery and service to key accounts.
  - Communicate market feedback and client needs to the product development team to enhance our offerings.
- **Product Knowledge**
  - The successful candidate will be required to have a deep understanding of DryAir’s hydronic equipment and solutions. Prior experience with DryAir equipment is preferred, however any experience in HVAC, pumps and fluid circulation would be an asset.
  - A proven ability to learn new concepts will help in effectively communicating the key features and benefits of our products.

### **Qualifications**

- Must be a team player who can work cooperatively within a sales team.
- Proven experience as a Key Account Manager or in a similar role, preferably within the rental industry.
- Strong business acumen and understanding of the rental industry trends.
- Excellent communication, negotiation, and presentation skills.
- Ability to travel as needed to meet with key clients.
- This is a remote position, yet highly integrated with executive management and other members of the sales team.
- The ideal candidate will live near a major international airport in Canada or Central / Northern USA

If you are a motivated and results-driven individual with a passion for building strategic relationships, we invite you to apply for this exciting opportunity to contribute to our company's success.

**About DryAir Manufacturing Corp.**

Selling primarily to rental companies, DryAir is a manufacturer of portable, hydronic heating systems that provide affordable and reliable climate control solutions to a variety of industries.