

Position: Director, Strategic Accounts

Are you seeking a challenging and rewarding career in the technology sector? KYOCERA Document Solutions Canada, Ltd. is seeking a professional and motivated individual to join our team at the Mississauga Head Office as a Director, Strategic Accounts. KYOCERA Document Solutions Canada, Ltd. is a leading provider of Total Document Solutions, including award-winning printers, multifunctional products, business applications, and Managed Document Services.

Overview:

Position is responsible for the sales development of assigned Strategic Accounts within Canada. To operate within the policies and procedures established by KYOCERA Document Solutions Canada, Ltd. (KDCA).

Major Duties and Responsibilities:

- Develops sales and marketing plans to help drive business within assigned accounts in geographic territory.
- Generate and grow National Account Sales by personally contacting, presenting, Kyocera products and closing sales within Fortune 1000 Accounts.
- Sell KDCA products by face-to-face presentations, proposals and demonstrations.
- Input all 30/60/90 day prospects into FOCUS.
- Conduct a minimum of 1 Account Review per quarter.
- Conduct a minimum of 1 Strategic Account Review per month.
- Provide competitive information on all National Account strategies and activities.
- Provide a monthly forecast and prospect report.
- Assure that all customers are satisfied with our service and that we maintain a solid relationship with our customers.
- Complete all requirements of KSE Training, including but not limited to: attending KSE Training
- Classes and active utilization of CRM tool (FOCUS).
- Provide a monthly report on all account activities and progress through FOCUS.
- Generate and grow Government Account Sales by personally contacting, presenting, Kyocera products and closing sales within all levels of assigned accounts.
- Coordinates activities and strategies with the KDCA Dealers in the large territory in an effort to grow the business for KDCA and the Dealer community in National/and Government accounts.
- Manages and coordinates all bids and solicitations, communicates pricing needs to Corporate Administration.
- Communicate unique product needs to Corporate Product Planning.
- Responsible for the coordination, fact gathering and analysis of the bids and RFP's within his/her assigned target markets and provide necessary input to HQ in order to respond accordingly.
- Responsible for the ongoing training and support of KDCA Dealers on the National/Government Account Programs, contracts and Marketing strategies
- Responsible to grow "share of wallet" within assigned account.
- Responsible to update FOCUS with all opportunities and sales tasks related to assigned accounts.
- Coordinate all sales, marketing and admin requirements with assigned accounts.
- Achieve 100% of assigned Master plan.

Qualifications:

REQUIRED:

- Minimum of 5 years sales experience as a strategic account manager.
- Minimum of 5 years sales experience in office product industry.
- Excellent verbal and written communication skills.
- Ability to travel up to 50% state travel.
- Valid driver's license required.

PREFERRED:

- BA or BS degree.
- Five years of experience in major, national or government account sales within office product industry.

Contacts:

- Internal and External

Authority:

- Limited supervision required. Follows established methods and procedures and refers exceptions to the President.

Miscellaneous:

- This position is one high visibility inside and outside the company, and the incumbent must maintain a high level of professionalism at all times.
- Any other duties/tasks as assigned by the President from time to time as determined by the business needs at that time.

Note:

- This is a general description of the duties and responsibilities most frequently required of this position. The company may from time to time request that the incumbent perform other related tasks and assume reasonable responsibilities that have not been specifically included in this description.

How to Apply:

Please email your resume and cover letter to **KDCACareers@dca.kyocera.com**.

We thank all candidates for their interest. However, please note that only those most qualified will be contacted.