

Commercial Account Executive

Location(s): *Vancouver, Calgary, Edmonton, Toronto, Montreal, Halifax*

The Company:

The Jim Pattison Group is the second largest privately held company in Canada with over 42,000 employees worldwide; operating a large number of companies in a diverse set of industries.

Jim Pattison Lease has been operating in Canada since 1961. The company has branches across Canada and is Canada's Leader in Customized Fleet Management, providing Vehicle Fleet Leasing, Vehicle Remarketing through both wholesale and retail channels, and Fleet Management solutions for commercial enterprises.

About Jim Pattison Lease: <http://www.jimpattisonlease.com/about/>

About the Jim Pattison Group: <https://www.jimpattison.com/about/our-story/>

Are you interested in building your career with a reputable, leading fleet management company that is continually growing?

Jim Pattison Lease is seeking a highly motivated individual for the unique opportunity of building your personal career with a stable organization that is continually growing.

As an account executive, you'll have the unique opportunity to build and strengthen your client portfolio. Some areas of responsibility include:

- New business development
- Effective customer communication
- Building and maintaining long term relationships on a customer level
- Lease finance modelling
- Business operations processes
- Maintain a high degree of automotive product knowledge
- Enhancing the overall customer experience

This opportunity will provide the building blocks and support to help you grow into a successful Account Executive role that will be responsible for new corporate business development, establishing and maintaining long term relationships, and building your own portfolio all within a supportive, successful, and dynamic environment.

Your Qualifications:

- Minimum 3 years' experience with B2B sales in a fleet management role
- 5+ years' experience in a direct, business to business, sales role
- University degree/college diploma or equivalent experience
- Strong interest in a career in business development
- Experience working within a team environment
- Interest in constantly improving skills and techniques
- Ability to demonstrate problem-solving and analytical skills
- Great attitude and enthusiasm
- Desire to do meaningful work

If this opportunity is of interest to you, please send your resume and brief cover letter to greatcareer@jplease.com