

Account Executive – Ottawa, Ontario

---

### The Company

The Jim Pattison Group is the largest privately held company in Canada with over 49,500 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 the United States and is a 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.

### The Opportunity

We are looking for an Account Executive to develop the Ottawa region.

### Position Responsibilities and Accountabilities

- Create detailed business plans designed to attain predetermined goals and quotas.
- Manage the entire sales cycle from finding a client to securing a deal.
- Unearth new sales opportunities through networking and turn them into long-term partnerships.
- Present products to prospective clients

### Key Attributes and Skills

- Dynamic individual with solid sales experience
- Ability and willingness to perform in a team environment will be an asset
- Written and verbal communication skills in both French and English

### How to Apply

If this opportunity is of interest to you, please send your resume and brief cover letter to [greatcareer@jplease.com](mailto:greatcareer@jplease.com)

Candidates must have a valid driver's license and be eligible to work in Canada. We thank everyone for their interest however only those qualified and considered for an interview will be contacted at this time.