

The RGO logo is a red square with the letters 'RGO' in white, bold, sans-serif font. It is positioned in the top left corner of the page, overlaid on a background image of a meeting. The background image shows a group of people sitting around a wooden table, looking at documents and a laptop. The scene is brightly lit, suggesting an office or meeting room environment.

ACCOUNT MANAGER

TECHNOLOGIES

Position Type: Full-time, Permanent

Location: Edmonton, AB

ABOUT RGO

Creating places that help people work, learn, heal, age, play, be inspired, and accomplish more.

RGO is a privately held business with locations in Calgary, Canmore, and Edmonton. We were founded in Calgary in 1966 with roots selling typewriters! Now, RGO is proud to be 5 decades strong and growing. We have since grown to be the largest dealership of our kind in Western Canada, offering total interior solutions with the widest selection of Furniture, Window Coverings, Flooring, Technologies, Architectural Solutions, Moves, and Storage Management.

We believe space matters and we want our clients to efficiently operate a modern space, whether it's a 40-storey tower, a public institution, education, healthcare, or a dazzling corporate showpiece. As an Albertan company with a reputation for hands on service and dedication to quality, we are looking for an individual who aligns with our core values to create great work experiences for our clients, our partners, and our people.

THE OPPORTUNITY

Get to be a part of the RGO team that has been recognized as a Best Workplace in Alberta at one of Canada's Best Managed Companies by joining us as an Account Manager, Technologies. Reporting to the Regional Sales Manager of RGO Technologies Edmonton, the successful candidate will be responsible for meeting sales targets for technology sales through fostering existing client relationships and building new client relationships through networking and prospecting.

WHAT YOU WILL DO

- Develop relationships with new and existing clients looking for ways to help our clients reach their goals.
- Handle a diverse product line-up that can be categorized into three (3) product groupings:
 - (1) Software solutions for digitization, automated workflow, document management, print management and scan capture.
 - (2) Print Solutions including managed print, multi-function printers and Large Format systems.
 - (3) Audio Visual products for corporate communication, boardrooms, and meeting rooms.
- Conduct sales presentations and product demonstrations to potential clients
- Collaborate with the sales team to develop effective sales strategies and achieve sales targets
- Stay up-to-date with industry trends and market conditions to identify new sales opportunities

WHAT YOU WILL BRING

- Minimum two years of outside business to business sales experience
- Post Secondary Certificate/Diploma considered an asset
- Work experience with technology sales, corporate audio video or in the office equipment industry is an asset
- Energetic and customer focused individual
- Proficient with the Microsoft Office Suite of software in addition to having a good general understanding of computers, software and networks
- Experience with Salesforce CRM is an asset
- Self-starter with a proven track record of new business development

ACCOUNT MANAGER

TECHNOLOGIES

- Strong work ethic combined with time management and planning skills
- AB driver's license and access to a reliable personal vehicle for business use

PERKS & BENEFITS

- Flexible work environment
- Comprehensive benefits including RRSP matching
- Performance based awards
- Career growth opportunities
- Employee recognition program
- Education reimbursement
- Fitness subsidy
- On-site parking

To apply, please submit your resume to careers@rgo.ca. We appreciate the interest of all applicants and candidates for consideration will be contacted.

APPLY NOW