



Space makers.  
Connection makers.  
Culture shapers.



# Account Manager

## Technologies

**Position Type:** Full-time, Permanent

**Location:** Edmonton, AB

### The Opportunity

Join the award-winning RGO team—recognized as a Best Workplace in Alberta and one of Canada's Best Managed Companies—by stepping into the role of Account Manager, Technologies.

Reporting to the General Manager, Technologies, you'll play a key role in driving new business, expanding existing accounts and becoming a trusted advisor to your clients. You will match clients with a robust portfolio of technology solutions designed to drive measurable business success and long-term growth.

We are seeking a high-energy, results-driven Sales Expert who thrives on winning new business and building long-term client relationships. We offer a highly competitive, commission-focused compensation plan with significant earning potential for top performers.

### What You Will Do

- Actively prospect and develop new business opportunities through cold outreach, networking, territory development and targeted lead-generation strategies.
- Build, strengthen and leverage relationships with both new and existing clients, understanding their needs and aligning them with the right solutions to support their organizational objectives.
- Manage the full sales cycle from initial contact to closing, ensuring a consultative and professional customer experience.
- Oversee a diverse technology product portfolio with the support of a dedicated internal team. Our offerings include:
  - Software Solutions – Digitization, automated workflows, document management, print management and scan-capture technologies.
  - Print Solutions – Managed print services, multifunction printers and large-format print systems.

- Audio-Visual Solutions – Corporate communication technology, boardroom systems and integrated meeting-room AV products.
- Maintain strong working knowledge of products and industry trends to effectively position solutions and provide value-driven recommendations.
- Conduct account reviews with existing customers to identify expansion opportunities and ensure continued satisfaction.
- Accurately update and manage opportunities, activities and sales forecasts within Microsoft Dynamics CRM.

## What You Will Bring

- Minimum High School Diploma; Post-Secondary education is an asset.
- Experience in Print Technology Industry Sales is required.
- Two or more years of outside B2B sales experience, ideally involving prospecting, territory management and new account development.
- A proactive, energetic, and customer-focused approach with strong relationship-building abilities.
- Proficiency in Microsoft Office, Microsoft Dynamics CRM a plus, along with solid general knowledge of computers, networks, and software.
- A self-starter mindset with a proven track record of generating new business, managing pipelines and leveraging relationships to drive growth.
- Strong organizational, time-management and planning skills.

A valid AB driver's license and willingness to use your personal vehicle for business purposes, required.

## About RGO

RGO has been shaping inspiring workspaces across Western Canada since 1966. With deep Alberta roots and over 200 team members in Calgary, Edmonton, and Canmore, we help organizations thrive through innovative furniture, technology, and design solutions. As Alberta's exclusive Steelcase dealer and a partner to 200+ vendors, we continue to lead the way in workplace innovation.

Our mission is to turn every place into a space for inspiration and success. Guided by our vision—to unleash the full potential of spaces—we live our values every day: Pursuit of Excellence, Powerful Collaboration, Positive Drive, and Prioritize Care.

## Perks & Benefits

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

To apply, please submit your application to [careers@rgo.ca](mailto:careers@rgo.ca). We appreciate the interest of all applicants and candidates for consideration will be contacted.

