

Sandvik Mining and Construction is looking for **Account Manager - Oil Sands**

Description:

Sandvik Mining and Construction, the world's leading supplier of drilling and excavation machinery, equipment and tools for mining and construction industries, is currently looking for an **Account Manager** in **Edmonton, AB** or **Fort McMurray, AB**.

In this key role, the Account manager is responsible for developing customer relationships and an effective business development team to meet the required revenue targets for various products and aftermarket services in the Canadian Oil Sands.

Key performance areas:

- Develop and enhance the overall relationship with customers that lead to constructive and profitable business partnerships. This requires involvement with compilation of tenders and long term contracts.
- Meet revenue targets through direct personal customer management of key customers in the region and through the development of high performance account management/customer service teams.
- Investigate competitor activities and conducting relevant market research that enables the Sandvik to maintain market competitiveness.
- Provide input into strategic plans for the continued expansion of revenue within the region. Work with Product Line Managers on customer strategies that will affect the revenue and business profitability.
- Manage resources to deliver internal and customer projects on time and within budget.
- Ensure that all reasonable steps are taken to ensure all employees are provided with a safe and healthy working environment. This includes compliance with the Sandvik safety management program.

Your profile:

The ideal candidate will have at least 5 years of sales experience in mining or a related industry. Knowledge of mining equipment and tools used in materials handling applications is also highly desired. Skills in office computer applications, time management, and customer service are required, and a diploma or certification in a technical field is preferred.

Send application no later than:

08/08/2008

Post your application here

Contact person

hr.smc@sandvik.com



Sandvik Mining and Construction is a business area within the Sandvik Group and a leading global supplier of machinery, cemented-carbide tools, service and technical solutions for the excavation and sizing of rock and minerals in the mining and construction industries. Annual sales 2007 amounted to about SEK 33,100 M, with approximately 15,200 employees.