



# E.B. Horsman & Son

*The Electrical Distributor of Choice!*

## About the Team

E.B. Horsman & Son (EBH) has been in business since 1900. We are strong, nimble, and growing! EBH is proud to be a successful Western Canadian electrical distributor with 20+ locations throughout BC, Alberta, and Saskatchewan, and we are consistently recognized as one of Canada's Best Managed companies. We take pride in living our core values and carrying our mission statement of "Providing the Best People, Best Solutions, and the Best Service in the Electrical Industry."

## Why Join the EBH Team?

### The Perks.

- Full benefits package
- Competitive compensation plan
- Profit-sharing
- Employee share ownership program (ESOP)
- RRSP matching after 1 year of employment
- Birthday day off

**The People & Culture.** You will be a part of a collaborative team with people you can be proud to work with.

**Continuous Development.** You will have access to our EBH University for personal & professional development. Training & Development is an essential part of our culture. Increasing our knowledge not only builds confidence but empowers growth through learning.

## About the role:

Reporting to the Branch Manager, the **Account Manager** is responsible for creating and maintaining positive customer relations by identifying opportunities, supporting customer needs, providing up-to-date product information and identifying solutions to any issues. They promote and



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recommend the best product mix for customers by maintaining current industry knowledge and striving to meet or exceed organizational sales targets.

## What are the Key Accountabilities?

- **Customer relations.** Having an approachable demeanor and a positive “customer first” attitude will help with this role as you will develop new and expand the existing accounts.
- **Solution orientated.** There will be times when our customers will challenge you with a request where you will need to think outside of the box and be solution-driven.
- **Open communicator.** Communication is key for this role both verbal and written communication skills to provide updates to our customers such as new product updates.
- **Time management.** With the continued growth, you will be challenged in a fast-paced environment with competing priorities.
- **Continuous learner.** Previous electrical experience is an asset, however; we will be providing regular product training to improve skills and knowledge.
- **Driving sales.** Analyze and utilize data for in-depth evaluation of accounts to recognize revenue opportunities and drive sales.
- **You will be a presenter.** There may be an opportunity where you will be required to lead presentations and meetings.
- **Going above and beyond.** There will be times when you are needed outside of Branch office hours on telephone or email for networking and relationship-building activities. Some overnight travel may be required.



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## What You'll Bring To This Role?

- Post-secondary certificate or diploma in a relevant area or equivalent combination of education and experience
- 3+ years of experience in the electrical/lighting industry
- 5+ years of sales and customer service experience
- Intermediate computer skills with proficiency in MS Office and the ability to use and learn new software

## Our Core Values: Celebrating the Past, Empowering the Future

Teamwork & Collaboration | Integrity | Commitment | Reliability | Initiative | Continuous Improvement

## Take Your Next Step With EBH

If you believe your skillset matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you. Please visit our website to apply for this posting at [www.ebhorsman.com/careers](http://www.ebhorsman.com/careers) or click "Apply" on this posting.



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