

**POSITION:** Account Manager

**COMPANY DETAILS:** AME Learning (“AME”) is a leader in providing financial literacy education in corporate and academic markets. Founded in 1997, AME uses a patented and award-winning system to teach accounting and financial principles in an intuitive way. Some of AME’s corporate clients include Burger King, Hallmark, Toyota, Alliance Atlantis, Bell Canada, Purolator, Royal Bank of Canada, and Second Cup. Some of AME’s academic clients include Seneca, Fanshawe College, College of the Rockies, and Humber College.

AME is a venture-backed company experiencing rapid growth throughout North America. AME is expanding its team to support new growth initiatives and customer traction. For more company information, visit our website at [www.amelearning.com](http://www.amelearning.com)

**JOB DESCRIPTION:** The Account Manager will focus on building the sales pipeline and closing sales deals, primarily in academic markets, through direct and indirect sales techniques.

**Responsibilities will include, but not be limited to:**

- Conduct primary and secondary market research to identify potential clients
- Convert leads and contacts to sales opportunities through presentations
- Follow-up and negotiate to close sales deals
- Develop and execute targeted email and print campaigns
- Organize sales related data on the CRM and maintain weekly/monthly sales reports
- Surpass monthly targets to win the ‘Account Manager of the Month’ award

**Qualifications:**

- Exceptional oral and written communication skills
- 2-5 years experience in a sales role with preference for experience in academic markets
- Entrepreneurial spirit
- Independent, action-oriented
- Working knowledge of CRM tools
- Preference for a degree in business: Commerce or Masters

Position and responsibilities will expand based on proven competence across core deliverables. Future initiatives include growth in international markets, new channels (distance learning), etc.

**PERFORMANCE METRICS AND COMPENSATION:** Success will be based on three metrics: sales targets, team spirit, and entrepreneurial enthusiasm to succeed. Compensation will be composed of a base salary and attractive sales commissions.

**APPLICANTS:** Please send applications, including cover letter and resume, to [career@amelearning.com](mailto:career@amelearning.com). We thank all applicants who choose to apply; however, only those selected will be contacted.