
Job Posting

Company Name:	Industrial Safety Trainers Inc.
Job Title:	ACCOUNT MANAGER - Barrie
Job Location:	Barrie, Ontario
Wage:	\$20.00 per hour
Terms of Employment	Full Time; Monday - Friday

Who We Are:

- Industrial Safety Trainers (IST) is an award-winning Ministry of Labour & TSSA Accredited Training Provider
- Our team of safety professionals is prepared to handle the country's most difficult safety challenges
- If you are enthusiastic and want to embrace the challenges of working in a fast-paced environment and have an entrepreneurial spirit, we want to talk to YOU!

Who You Are:

- Flexible, adaptable, articulate, self-motivated and think quickly on your feet
- You enjoy the challenge of engaging meaningfully with new audiences, delivering value, and building trust with individuals and teams

What You'll Be Doing:

- Accountable for customer service and sales activities for customers in a specific zone of clientele
- Lead generation; researching and identifying prospects and reaching out through a mixture of personalized emails, cold calling, and social selling
- Effectively and efficiently disseminate critical legislative compliance information to the company's client base via various communication formats
- Collaborate with clients to ensure their complete satisfaction

What You Bring:

- **Extensive knowledge of sales and marketing techniques;** you are a hunter; you delight in finding creative ways to reach out to prospects and engage them in meaningful discussion
- **Excellent verbal and written communication skills;** you are a high-level communicator; you love to talk and have excellent communication skills, written as well as verbal
- **Business Acumen;** you have an innate ability to make decisions that support our company's goals and objectives. AKA, I understand how a company makes money
- **Prioritized Focus;** you know how to apply goal-oriented actions and focus on qualitative actions in areas where you can make a difference on impact-based objectives. You are self-motivated and enjoy being proactive rather than reactive. You are pleasantly persistent
- **Computer literate;** a minimum of intermediate level of proficiency in Microsoft Office within a network environment. You do not fear computers. You fear the lack of them; this is otherwise called a natural ability to learn and utilize specialty software programs
- **Problem Resolution Wizard;** put simply, you are clever, determined, and inventive. You can easily synthesize information and knowledge to achieve a solution despite obstacles
- **Strong analytical skills** and critical thinking is your claim to fame

What We Can Offer:

- **CAMARADERIE**; we know it's our staff that drives our successes. Our dynamic workplace is based on respect, where everyone has a voice and participates. Working for IST means you are part of one big family
- **ADVENTURE**; our daily life is like that TV show, "How It's Made" - every day brings a different industry or training venue, with new experiences around every corner
- **BENEFIT PACKAGE**; prescription drugs and a dental plan
- **SOCIAL COMMITTEE**; BBQ's, Celebrations & Team Building events across the year
- **COMPANY SHUTDOWN**; between Christmas and New Year's Day
- **PROFESSIONAL DEVELOPMENT**; paid continuous education opportunities

The Fine Print:

- At IST, we are committed to diversity and equitable access to employment opportunities based on ability
- We thank all applicants for their interest but will only contact candidates selected to advance in the hiring process

To apply for this position, or any other position as advertised, please fill out the application via the attached link on our website: <https://thesafetybus.com/about-us/employment/>