



## **ACCOUNT MANAGERS**

### **ALBERTA**

**Calgary  
Edmonton**

### **ONTARIO**

**Hamilton/Burlington/Oakville  
London  
Ottawa**

### **ARE YOU PLAYING FOR THE RIGHT TEAM?**

#### **Does your current team have a culture by default or design?**

Do you want an opportunity to learn and work with Best in Class team support?

Do you want to work with a company that has an outstanding track record?

Do you need an opportunity to make a big difference?

Does your compensation plan match your strengths?

#### **If you are high energy, driven and passionate we want you!**

- Before you read any further see if this describes you:

Your relationship management skills and ability to convert opportunities into sales can double your income or more. You are persuasive by nature, very independent, have an enthusiastic personality. You're competitive. People find you easy to talk with, you're a natural leader with strong charisma. You manage the conversation relying your poise and polished demeanour and ability to connect with needs.

#### **Great business track record - the ability to do your best!**

Travelers Group has been the recipient of the Entrepreneur of the Year – Ernst & Young; Top 100 Fastest Growing Company – KPMG; Top 100 Private Companies – KPMG; Finalist Top 50 Best Managed Company - Deloitte.

Travelers Financial Corporation is one of the largest independent equipment and vehicle finance companies in Canada. Travelers offers a wide range of asset based financing solutions to commercial and industrial sectors including heavy equipment, aircraft, transportation, mining, gas, oil, manufacturing, construction and government infrastructure, as well as automobile leasing. Headquartered in Burnaby, Travelers Financial Corporation has offices in British Columbia, Alberta, Saskatchewan, Manitoba and Ontario. Visit our website at [www.travelersfinancial.com](http://www.travelersfinancial.com)

#### **Account Manager**

As an account manager at Travelers Financial Corporation, you are responsible for the development of new business opportunities that meet the needs of end users and vendors including cross-selling, up-selling, and current dealer retention. Through relationship selling you will manage a dealer portfolio and end user customer portfolio in a predetermined market area and increase the success rate in that region.

This role has specific goals that you must meet, including sales goals, credit quality goals, and customer satisfaction targets. You will execute on your sales plan to meet sales and service goals for current clients as well as potential clients within your market. As an account manager you are responsible for preparing contracts as well as ensuring current dealers satisfaction.

#### **Major Responsibilities**

- Executes a business development strategy in the market area.
- Maintains and increases business from profitable dealers.
- Networks and builds the Travelers brand within the market area.
- Exceeds and meets all areas related to dealer needs to ensure a positive dealer satisfaction outcome.
- Delivers above average customer service to support overall customer and business growth.

#### **Qualifications**

We are looking for individuals with a degree in sales or business. Sales experience or financing background are an asset. Knowledge of MS Word, Excel, credit decisioning, customer relationship management, financing/credit software is an asset.

#### **Be recognized and rewarded for doing more**

In addition to our comprehensive benefits plan, excellent remuneration and team events we offer:

Monthly, quarterly and annual rewards and recognition based on performance including

Annual all expenses paid vacation at world class resorts for you and your guest

Annual exclusive celebrity hosted event

Personal Professional Profile – the best marketing team that will create business performance brand for you within the business community

Please forward your inquiry or resume in confidence to [careers@travelersfinancial.com](mailto:careers@travelersfinancial.com)