



Sales Leadership Opportunity! Account Director



The Organization

A highly successful, community minded, and growing family-owned business located in Woodlands Manitoba, Arrowquip has been designing and manufacturing best-in-class livestock equipment since 1988. The Arrowquip team is dedicated to developing innovative, high quality, ergonomic equipment, including world-class chutes, custom cattle working systems and pens to make managing cattle faster, easier and safer.

The Opportunity

Reporting to the Chief Revenue Officer, the Account Director is a newly created role to lead and develop a highly proficient team adept at implementing the account management methodology deployed to drive continued sustainable growth and foster lasting client relationships. With a dealer focus, the assertive and driven incumbent will double the current team of Account Managers. The Account Director will be an experienced people leader who excels at developing and maintaining relationships as well as someone who is both process and technology focused. Successful applicants will ideally have strong connections within the agriculture industry. <https://arrowquip.com/>

Key Responsibilities

- Lead a dynamic team of Account Managers in achieving an ambitious revenue target.
- Inspire and empower Account Managers to surpass sales objectives through strategic guidance and support.
- Collaborate with team to create dynamic dealer scoring, territory development, and dealer planning.
- Ensure dealerships operate at peak performance levels, fostering a culture of growth and opportunity.
- Formulate and execute innovative sales strategies to drive substantial revenue growth.
- Identify and capitalize on lucrative sales prospects within designated territories.

Selection Criteria

- Diploma or degree in business, agriculture or related or equivalent business experience.
- Demonstrated success with 5-7 years of progressive sales management experience.
- Proven track record of elevating company revenue streams.
- Profound understanding of B2B relationship dynamics and industry trends.
- Ideal candidates will have experience within agriculture.
- Possess strong business acumen with a strategic mindset.
- Proven track record of generating and growing revenue, including the resiliency to learn and prevail through dynamically changing markets and fluctuating customer demand.
- Self-motivated and innovative, with a comfort with ambiguity.
- A facilitative and supportive leader.
- Track record of successfully applying relationship-based, solutions-driven sales processes.

To apply send resume and cover letter to alora@harrisleadership.com quoting project #24127.