



Merz Canada

<u>Job Title:</u>	Account Manager, Aesthetics (6 month contract)
<u>Reports to:</u>	Regional Sales Manager, Aesthetics
<u>Location:</u>	South West Ontario (Burlington – Windsor)
<u>Summary:</u>	The Account Manager is responsible for delivering consistent performance results in sales achievement, growth of territory, market development and key strategic objectives in the promotion and sales of the Merz Aesthetics injectables product portfolio within a defined geographical area.

Job Responsibilities

- Develop and execute a territory business plan, utilizing and leveraging territory reports to identify emerging trends and strategize accordingly.
- Managing and developing relationships with key accounts within the territory.
- Develop thorough account plans for all strategic customers.
- Effectively manage sales of multiple products and line extensions
- Utilize sales tools and resources to maximize impact.
- Deliver sales message/presentation in an organized and effective manner.
- Demonstrate exceptional product and competitive knowledge and use effectively in planning and implementing sales presentations.
- Effectively execute sell in and sell through strategies
- Independently plan territory routing to consistently achieve territory account coverage.
- Leverage knowledge of key customers and Key Opinion Leaders (KOLs) to identify the territory network in the Aesthetics community
- Communication and collaboration with Marketing, Customer Service, ACE (Aesthetics Clinical Educator) and RBM (Regional Business Manager)
- Record call activities information and customer history on a daily basis in CRM.
- Submit all administrative reports, expense reports and business plans accurately and in a timely manner.
- Ability to travel for sales meetings (3x per year), regional customer meetings and within sales territory where required.
- Ability to work evenings when required

Key Competencies and Qualifications

- Minimum of 5 years proven sales experience in a business to business environment with documented success
 - Preference for aesthetics, dermatology, or cosmeceutical sales
- Exceptional selling and training skills
- Demonstrated experience in managing key accounts and understanding the customer's business and needs
- Individual must have excellent interpersonal and oral/written communication skills and be able to work independently
- Ability to understand and communicate detailed product information on label for assigned product
- Ability to establish strong relationships
- Ability to drive sales results in given geographies
- Ability to prioritize and multi-task effectively
- Strong problem-solving ability
- Bachelor's Degree required
- Skilled in MS Office