



E.B. Horsman & Son

The Electrical Distributor of Choice!

About the Team

E.B. Horsman & Son (EBH) has been in business since 1900. We are strong, nimble, and growing! EBH is proud to be a successful Western Canadian electrical distributor with 20+ locations throughout BC, Alberta, and Saskatchewan, and we are consistently recognized as one of Canada's Best Managed companies. We take pride in living our core values and carrying our mission statement of "Providing the Best People, Best Solutions, and the Best Service in the Electrical Industry."

Why Join the EBH Team?

The Perks.

- Full benefits package
- Competitive compensation plan
- Profit-sharing
- Employee share ownership program (ESOP)
- RRSP matching after 1 year of employment
- Birthday day off

The People & Culture. You will be a part of a collaborative team with people you can be proud to work with.

Continuous Development. You will have access to our EBH University for personal & professional development. Training & Development is an essential part of our culture. Increasing our knowledge not only builds confidence but empowers growth through learning.

About the Role:

We are currently seeking to fill an **Industrial/Commercial Account Manager** in the Lower Mainland.

Reporting to the District Manager, the Account Manager is responsible for maintaining and building positive relationships with the existing customer base and identifying new and prospective customers for sales/business



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opportunities, supporting customer needs, providing up-to-date product information and recommending and promoting the best product mix for customers. The right candidate has maintained current industry knowledge and has a strong desire to outperform the organization's sales targets.

Work Location:

This role will have the ability to work remotely or out of the EBH Branch locations.

What you will be great at:

- **Customer Service:** Possess a “customer-first attitude” and has an approachable demeanor. Work closely with our existing diverse customer base and build new customer and business relationships. Assist customers in generating a forecast for product usage. Schedule joint sales call and work with customers to identify needs and in return provide a positive customer experience.
- **Sales Growth:** Works with Manager to develop sales plan and consistently monitors customer sales performance and adjusts plan to hit target as well conduct an in-depth evaluation of accounts to recognize revenue opportunities to drive sales.
- **Solution-Oriented:** While carrying our mission statement of “Providing the Best People, Best Solutions, and the Best Service in the Electrical Industry. You are the subject matter expert. At times you will be challenged with thinking outside of the box and be solution-driven.
- **Time Management:** With the continued growth of the business, you will be working in a fast-paced environment with competing priorities.
- **Persevere and Resiliency:** Ability to seize all opportunities through provided leads, cold-calls, networking, and social media. Generating new and creative ideas and tactical plans to win new business



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- **Facilitator:** You will facilitate vendor product demonstrations or training sessions. Leading presentations and meetings are your strength.
- **Flexibility:** There will be times when you are needed outside of Branch office hours on telephone or email for networking and relationship-building activities. Some travel may be required.
- **Continuous Learner:** Previous electrical experience is an asset, however; we will be providing regular product training via our in-house EBH University (EBHU) to improve your skills and knowledge. General industry trends and knowledge are an asset.

What you will bring:

- Post-secondary certificate or diploma in a relevant area or equivalent combination of education and experience
- 5+ years of sales and customer service experience
- 3+ years of experience in the electrical/lighting industry is strongly preferred
- Strong computer skills with proficiency in MS 365, customer relationship management (CRM), and sales reporting and collaboration tools is preferred
- Ability to be inclusive, collaborative, and respectful
- A passion for sales is desirable

Our Core Values: Celebrating the Past, Empowering the Future

Teamwork & Collaboration | Integrity | Commitment | Reliability | Initiative | Continuous Improvement



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Take Your Next Step With EBH

If you believe your skill set matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you. Please visit our website to apply for this posting at www.ebhorsman.com/careers or click "Apply" on this posting.

Our Commitment to Inclusion & Diversity

E.B. Horsman & Son is a proud equal opportunities employer and we are committed to creating a respectful, inclusive and barrier-free workplace that allows all of our people to reach their full potential. A diverse workforce is a key to our success.



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