

Account Manager

Sarnia, ON

Lakeside Process Controls Ltd. ('Lakeside') is recognized as a market leader, providing complete automation solutions to a wide range of industries. Our capabilities in process management and industrial automation enable us to solve our customers' process automation challenges, keeping their operations running safer.

Our solutions range from devices that measure and relay diverse physical and chemical conditions, devices that control flow of materials, networks that transmit event-related information, to process control systems that collect information and trigger necessary actions to ensure continued operations.

Lakeside's success is due to its exceptional people. Our skills and passion for our work is the key to our strong business results. Our commitment to a culture of integrity, teamwork and collaboration is what drives our continued and sustainable growth.

We seek individuals who are engaged, capable and committed to continuous improvement.

If this sounds like you, apply today and discover your potential with Lakeside!

To apply, please visit our website [here!](#)

What you will be doing in the role of Account Manager:

Your responsibilities may include, but are not limited to:

Strategic Account Management

- Own and grow the business within an established portfolio of industrial accounts in the Sarnia and Windsor region, including refining, chemical, power generation, and midstream customers
- Develop and execute account plans for strategic customers, including the identification of white space opportunities
- Build and maintain strong working relationships with engineering, maintenance, operations, reliability, and procurement stakeholders across assigned customer sites

Opportunity Creation and Funnel Ownership

- Independently generate, qualify, and advance new business opportunities across the assigned territory to achieve annual financial targets
- Establish appropriate sales call frequency and maintain a strong local field presence
- Own funnel health and accuracy through disciplined CRM usage, including funnel position, funnel probability, forecasting, and diligent follow up on all active opportunities

Technical and Value Based Selling

- Uncover customer pain points across operating sites and guide customers through their buying process by positioning differentiated, value-based solutions that address measurable business outcomes
- Recommend fit for purpose solutions across valves, instrumentation, control systems, and services by balancing customer process requirements, operational risk, and lifecycle cost
- Develop Quantified Business Results for major opportunities, including improvements in reliability, safety, cost of ownership, and operational efficiency
- Support customer evaluations, trials, and technical discussions in collaboration with specialists, factory experts, and other internal technical resources

Competitive and Strategic Pursuits

- Lead competitive bids and strategic pursuits in collaboration with the Sales Manager, Emerson, and other Impact Partners
- Develop pursuit level sales strategies, identify commercial and technical risk within opportunities, and apply tactical approaches to mitigate risk and improve win probability
- Work with customers to understand and navigate their internal decision-making processes to support successful outcomes
- Engage Sales Management for review and alignment on strategic or high-risk opportunities

Internal Leadership and Coordination

- Provide clear direction to inside sales and sales support teams regarding quotation strategy, scope, priorities, and overall customer context
- Act as the primary point of coordination between customers, internal teams, and external partners
- Promote a strong team-based approach to opportunity execution and customer support

Business Performance and Discipline

- Meet or exceed annual bookings, sales, and gross profit targets
- Maintain accurate customer, contact, opportunity, and competitive intelligence within CRM
- Support collections, warranty resolution, and issue escalation as required to protect customer relationships and business outcomes

Knowledge and skills required for the role:

- University Undergraduate Degree in Engineering or Business or Technologist Diploma in an Engineering discipline
- 7+ years of combined experience in a sales related role with proven account management success
- 2-5 years of experience with Account Planning and complete sales cycle execution (initial call, technology selection, negotiation, and final PO)
- 7+ years of combined experience in technical sales with an

- understanding of process control equipment
- Strategic Account Development
- How to build and execute an Account/Territory plan
- Customers' sales cycles and purchasing strategies
- Knowledge of current market conditions and trends
- Experience with Customer Relationship Management (CRM) software
- Ability to develop and maintain customer base
- Works effectively in a team environment
- Ability to effectively communication at all levels
- Strong Sales Acumen

What we give YOU!

- Flexible working schedules, including hybrid remote work programs
- A competitive compensation package, with RRSP-matching
- Comprehensive benefits coverage (medical, dental, vision, EAP & on-demand virtual health care)
- A culture that promotes healthy work-life balance with above-market paid time off
- A structured training and development program and opportunities for continuous learning
- Opportunity to participate in an award-winning wellness program!

Commitment to Diversity

Lakeside Process Controls Ltd. is committed to employment equity and welcomes diversity. We believe strongly in celebrating the different perspectives and experiences that come along with having a diverse network of employees, and encourage applications from all qualified individuals, including: persons with disabilities, Indigenous persons, women, and members of visible minorities.

If you require accommodations to complete an application, please contact Human Resources at human.resources@lakesidecontrols.com and we will work with you to meet your accommodation needs.

How We Review Applications

AI tools may be used to assist in the screening of applicants for this position. Final hiring decisions are made by our recruitment team.

Existing Vacancy

This posting is for an existing vacancy that our team is actively recruiting for.

Pay Type: Salary

Hiring Min Rate: 90,000 CAD

Hiring Max Rate: 120,000 CAD