



# Commercial Account Manager

## Northeast USA

Certarus Ltd (“**Certarus**”), a developing leader in the delivery of natural gas fuel, has an opening for a Commercial Account Manager in Northeast USA. Certarus USA Ltd. (“**Certarus**”) is the North American leader in the delivery of natural gas. Certarus is a private company with a history of proven success in Canada and the USA. We are a progressive, high growth company with a market capitalization in excess of \$400MM, over 140 employees in 8 states and provinces, and a business that has doubled in scale over the last year and continues to grow. From sourcing and compression to transportation, delivery and decompression, our company provides logistics and monitoring of our end-to-end compressed natural gas (CNG) solution. For more info, check out <http://www.certarus.com>.

### Summary:

Reporting to the Northern U.S. Sales Manager, the Commercial Account Manager is a crucial team member of the Certarus team and future growth strategy in the Northeast USA region. The successful candidate will demonstrate industry leading outside sales management skills and is responsible for maximizing revenue by creating, managing and implementing best in class sales development activities to maximize growth.

### Key Responsibilities:

- Achieve volume and margin sales targets for compressed natural gas to commercial and industrial markets
- Develop a strong relationship with key accounts to maintain a high level of service and client loyalty
- Work closely with operations and support functions to facilitate solutions for the customer
- Recommend solutions that best fit customer requirements; present and future needs
- Strong understanding of the art of negotiations and profitability analysis processes
- A motivated self-starter, with superior organizational skills
- Ability to implement and effectively manage sales programs
- Strong ability to manage relationship at all levels
- Willingness to travel with some overnights will be required
- Valid Class 5 driver's license with clean drivers abstract
- Other duties as assigned

### Qualifications:

- Minimum 3-5+ years of experience in a related role
- Prior experience in fuel distribution or energy services is an asset
- Strong industry rolodex in oil & gas, industrial, construction and/or power generation sectors is an asset
- Demonstrated success in business development and sales to the oil & gas industry
- Demonstrated ability in identifying and supporting the development and delivery of new products
- Demonstrated success working in a collaborative environment requiring intimate relationship development
- Experience developing and implementing a pricing strategy
- Experience in negotiating contract terms, i.e., T&Cs, NDAs, Master Service Agreements, Supply Agreements, etc.

Certarus offers a competitive compensation package, including benefits and retirement plans as well as employee ownership opportunities. Above all, we offer unlimited career advancement opportunities with a dynamic, rapidly growing organization.