



## **Account Manager - Position Description**

**Position Title:** Account Manager – Lloydminster, Alberta  
**Job Type:** Full-Time Negotiable  
**Location:** Lloydminster and Surrounding Area

Kaliber Chemicals Limited (KalChem) is looking for an experienced and initiative-taking Account Manager to join our team in Lloydminster and surrounding areas.

Kaliber Chemicals is an Alberta-based developer, manufacturer and distributor of specialty chemicals focusing on the Western Canadian Sedimentary Basin. We supply unique, cost-effective chemical solutions for wholesale distribution and retail purchase in Western Canada. Specializing in biodegradable, safer to handle, economical product offerings serving the petroleum, industrial, agriculture, and water treatment sectors.

### **Position Specific Accountabilities:**

- Work closely with current and new clients within an assigned territory. Understand client business needs and recommend continuous improvement and innovation plans that will support and grow sales.
- There will be a significant emphasis on new business development.
- Develop strong relationships with key stakeholders in current and new client organizations, including plant or facility decision makers.
- Generate and execute sales plans in assigned client base and new client accounts to meet defined territory profit increase goals.
- Provide technical support to clients; identifying, testing, investigating, and resolving client issues, escalating as needed.
- Engage in problem solving by performing system analysis, interpreting data, and providing recommendations to ensure client operations are performing at optimal levels.
- Actively sell and support Kaliber products to assigned clients to promote long-term business relationships with Kaliber.
- Participate in inventory management.
- Enter sales updates in CRM.
- Travel within assigned sales territory.



### **Position Specific Requirements:**

- 10 or more years of oil and gas technical sales or field sales support experience.
- Good understanding of computer applications (including Microsoft Office Suite, and ability to learn internal business systems).
- Must have a valid Driver's License and acceptable Motor Vehicle Record.
- Prior experience that demonstrates a strong work ethic and ability to multitask.
- History of working in a field that required autonomy and self-motivation.
- Water treatment or specialty chemical industry experience.
- Account leadership experience that includes calling on multilevel plant or facilities management to accomplish company goals.

We are a small, but growing team. We love what we do, and we focus on delivering quality products, quality service, and quality solutions to our valued oil and gas clients and partners.

If this sounds like a role you would be suited for and would thrive at, please submit your cover letter and resume to [info@kaliberchemicals.com](mailto:info@kaliberchemicals.com) with subject line: Account Manager - Lloydminster.