



## JOB PROFILE

**Date:** March 22, 2019  
**Position:** Account Manager, Canadian Sales Team  
**Reports to:** VP Sales & Marketing

---

Hemlock Printers Ltd. is an internationally recognized leader in commercial print with two facilities in Burnaby, British Columbia and sales associates in Burnaby, Victoria, Seattle and San Francisco. We are also an equal partner in Hemlock Harling Distribution, a data-driven mail, fulfillment and distribution company located in Richmond, BC.

We are seeking a sales professional to help retain and grow our client base in Greater Vancouver. Reporting to the VP Sales & Marketing, the ideal candidate brings a proven track record of success in commercial print or related sales experience and an ambition to take their customers and career to a new level.

The role requires the ability to balance the management of multiple customers and many projects with the consistent development of new accounts in a fast-paced, deadline driven environment. Confidence, reliability, excellent technical and communication skills, an ability to work well independently and a strong sense of team are all key aspects of successful Hemlock representatives. Equally, the support provided by Hemlock's people, processes, innovation and market-leading mix of in-house products and services ensures the successful applicant can maximize their growth.

Other requirements for this position include:

- Minimum 3 years in a print sales or related role (preferably a mix of digital, offset, wide format and/or mailing)
- Track record of successfully managing accounts and developing profitable new business
- Self-starter with a solid work ethic and the ability to work well independently
- Professional verbal, written and computer communication skills
- Understanding of, and solid relationship in, the Greater Vancouver marketplace

Hemlock offers a positive, supportive environment, exceptional potential to build on your current success and a robust commission and benefits package.

If you are interested in this opportunity, please forward your resume to [hrd@hemlock.com](mailto:hrd@hemlock.com) and quote ACCOUNT MANAGER, CANADIAN SALES in the email subject line. We would like to thank all applicants for their interest, however only short-listed candidates will be contacted.