



**OFFICE SOLUTIONS**

**SENIOR ACCOUNT MANAGER  
– TORONTO**

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## **Are you up for a challenge? Do you enjoy success and growth?**

White Paper Office Solutions is looking for a highly motivated Senior Account Manager in their Promotional Products Division who has chosen sales as a career path. WPOS is a 100% Canadian owned and operated company that opened its doors in 1990 and has been fueled by entrepreneurial spirit ever since. It has been growing consistently in the office consumables industry with a driven sales force as the keystone of our company. White Paper Office Solutions is a reward for performance company that provides its employees the resources to meet and exceed their personal growth goals as well as an environment that is stimulating and fun; a work place that offers career development and advancement opportunities on a regular basis to all of its employees. WPOS has been recognized as Canada's 50 Best Managed Companies Award and as one of the Best Places to Work and Fastest Growing Companies according to Counselor Magazine. We have continued to strive to become a leader in our field with environment sustainability initiatives and ensuring we are able to provide our customers with the best possible solutions. As a result, we've expanded our product offering to include copy paper, office supplies, commercial printing and promotional products in all our locations – Vancouver, Calgary, Edmonton, Toronto, Ottawa, and Montreal. To learn more about us, please visit [www.whitepaper.com](http://www.whitepaper.com)

### **If you are interested in joining our company you:**

- ✓ must be passionate with a sense of urgency
- ✓ have 5+ years experience in the promotional product industry
- ✓ will have a nose to the grindstone attitude and take the initiative when and where it is needed
- ✓ are able to multi-task & manage deadlines
- ✓ are a professional who is customer service focused and wants to deliver results in a proactive manner
- ✓ have excellent interpersonal skills, are hard working and are able to participate effectively in a fast paced team environment
- ✓ can interact effectively and influence but be personable and truly care about customer needs
- ✓ communicate effectively with senior management

### **The successful candidate will be responsible for:**

- sourcing and developing profitable promotional product accounts in Ontario and Quebec
- identifying new leads and manage lead follow-up
- managing existing customers and working closely with them
- supporting and guiding fellow employees through the industry as well as build their own territory
- managing projects from proposal to delivery
- sourcing products and solutions for customers
- effectively penetrating accounts with all our product offerings
- working in conjunction with existing Canadian Branded Specialists

### **These are some of the benefits you will enjoy as a WPOS employee:**

- Strong earning potential with competitive wages and bonus incentive programs including reward for performance
- Medical & Dental Plans, RSP program and a continuing education program
- Excellent career opportunities with opportunities for advancement
- Discounted rates at the company condo in Palm Springs, California
- Easy-going and supportive working environment

If you think that you are a "fit" with White Paper Office Solutions, please send your resume and cover letter Attention: Mindy to [mkurry@whitepaper.com](mailto:mkurry@whitepaper.com).