

## JOB PROFILE

**Date:** June 29, 2018  
**Position:** Account Manager  
**Reports To:** General Manager

Hemlock Harling Distribution provides data-driven marketing, postal and third-party distribution services to a diverse range of clients throughout North America. We are an equal partnership of Hemlock Printers, a recognized North American print industry leader based in Burnaby, BC, and Harling Direct, a prominent postal services and fulfillment provider with facilities in Montreal and Toronto.

We proudly operate from a dedicated 40,000 square foot state of the art facility in Richmond, BC. Our experienced team maintains a dedication to accuracy, reliability and continuous innovation.

We are seeking a sales professional to help grow and our client base. Reporting to the General Manger, the ideal candidate brings a proven track record of success in mail, fulfillment and distribution 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 Harling representatives. Equally, the support provided by Hemlock Harling'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 of 3 years in a print sales or related role
- Track record of successfully managing accounts and developing profitable new business
- Self-starter with a solid work ethic and an ability to work well independently
- Professional verbal, written and computer communication skills

Hemlock Harling 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 [employment@hemlockharling.com](mailto:employment@hemlockharling.com) and quote ACCOUNT MANAGER in the email subject line.

We would like to thank all applicants for their interest, however only short-listed candidates will be contacted