

The RGO logo is a red square with the letters 'RGO' in white, bold, sans-serif font.The background image shows a group of people in a meeting room. They are gathered around a wooden table, looking at documents and a laptop. The scene is brightly lit, suggesting a modern office environment.

JUNIOR ACCOUNT MANAGER

TECHNOLOGIES

Position Type: Full-time, Permanent

Location: Edmonton, AB

ABOUT RGO

Creating places that help people work, learn, heal, age, play, be inspired, and accomplish more.

RGO is a privately held business with locations in Calgary, Canmore, and Edmonton. We were founded in Calgary in 1966 with roots selling typewriters! Now, RGO is proud to be 5 decades strong and growing. We have since grown to be the largest dealership of our kind in Western Canada, offering total interior solutions with the widest selection of Furniture, Window Coverings, Flooring, Technologies, Architectural Solutions, Moves, and Storage Management.

We believe space matters and we want our clients to efficiently operate a modern space, whether it's a 40-storey tower, a public institution, education, healthcare, or a dazzling corporate showpiece. As an Albertan company with a reputation for hands on service and dedication to quality, we are looking for an individual who aligns with our core values to create great work experiences for our clients, our partners, and our people.

THE OPPORTUNITY

Join the award-winning RGO team, celebrated as one of Alberta's Best Workplaces and one of Canada's Best Managed Companies, as a **Junior Account Manager, Technologies**. Reporting to the Sales Manager of RGO Technologies Edmonton, you'll drive technology sales by forging new client relationships through networking and prospecting, while nurturing existing ones.

Are you passionate about helping clients achieve their goals? Do you thrive in a fast-paced, innovative environment? If so, we want you on our team!

WHAT YOU WILL DO

- **Build Lasting Relationships:** Connect with new and existing clients, understanding their needs and providing tailored solutions to help them succeed.
- **Diverse Product Expertise:** Master our comprehensive product lineup, including:
 - **Advanced Print Solutions:** Managed print services, multi-function printers, and large format systems.
 - **Cutting-Edge Software Solutions:** Digitization, automated workflows, document management, print management, and scan capture.
 - **Innovative Audio Visual Products:** Enhance corporate communication with top-tier AV solutions for boardrooms and meeting rooms.
- **Engaging Sales Presentations:** Deliver compelling sales presentations and product demonstrations that showcase the value of our offerings.
- **Collaborative Strategy Development:** Work closely with the sales team to craft effective sales strategies and smash sales targets.
- **Industry Insight:** Stay ahead of the curve by keeping up with industry trends and market conditions, identifying new opportunities for growth.

JUNIOR ACCOUNT MANAGER

TECHNOLOGIES

WHAT YOU WILL BRING

- **Sales Enthusiast:** 0-2 years of outside sales experience. No worries if you're new to the game—we're excited to train you!
- **Educational Edge:** A Post-Secondary Certificate or Diploma is a plus.
- **Go-Getter:** A self-starter with a keen sense of business acumen.
- **Vibrant Personality:** Charismatic and full of energy.
- **Customer Champion:** Always putting the customer first.
- **Team Player:** Collaborative and supportive.
- **Driven and Organized:** Strong work ethic with excellent time management and planning skills.
- **Tech-Savvy:** Proficient with Microsoft Office Suite and a good grasp of computers, software, and networks.
- **CRM Knowledge:** Experience with Salesforce CRM is a bonus.
- **Ready to Roll:** Must have an AB driver's license and access to a reliable personal vehicle for business use.

PERKS & BENEFITS

- Flexible work environment
- Comprehensive benefits including RRSP matching
- Performance based awards
- Career growth opportunities
- Employee recognition program
- Education reimbursement
- Fitness subsidy
- On-site parking

To apply, please submit your resume to careers@rgo.ca. We appreciate the interest of all applicants and candidates for consideration will be contacted.

[APPLY NOW](#)