FNF Canada, a division of Fidelity National Financial, is one of the country's largest providers of title insurance and ancillary services. With our continued growth in Canada, we have an excellent opportunity to enhance your career within our sales team. We are seeking a **Senior Account Manager** who will be based in Calgary and will be directly responsible for maintaining our existing client base while also attracting new clients in the Calgary, Regina, Saskatchewan and Winnipeg markets.

Reporting to the Director, Business Development out of Mississauga, Ontario you will utilize your sales expertise and relationship management skills to build and maintain a portfolio of customers. New client development and acquisition will be a focus for this role.

Duties and Responsibilities

- Maintain and improve business relationships
- Identifying customer needs through consultative selling approaches.
- Provide clients with superior customer service
- Escalation management - Respond to clients needs and liaise with appropriate contact to ensure quick issue resolution
- Subject matter expert – Understand products offered and seek training where needed
- Conduct small to large sized speaking engagements
- Attend conferences and tradeshows as needed
- Continuous improvement in personal sales skills
- Assist with new implementation and product launches
- Sales management - Establish sales targets; monitor existing client business volume
- Business Development - Achieve growth and retention strategies; Meet or exceed assigned targets
- Industry Participant - Participate in industry initiatives; Participate in associations and organizations as appropriate
- Complete internal sales reporting
- Participate in regular internal sales meetings

Qualifications

- Post secondary degree or diploma
- Minimum of five (5) years professional sales experience and/or relationship management experience
- Solid understanding of residential mortgage lending and/or real estate conveyancing
- Familiarity with the local real estate market / industry
- Strong verbal and written communication skills
- Self-motivated and disciplined
- Experience working with sales targets
- Strong public speaker who is comfortable in addressing small to large groups
- Clearly articulate and position one's point of view
- Good analytical ability - identify opportunities and propose strategy / direction
- Strong interpersonal skills to create immediate rapport
- Ability to work with minimal supervision
- Intermediate to advanced proficiency in MS Word, Excel, Power point and Outlook
- Ability to travel
- Basic knowledge of title insurance is an asset

FNF Canada offers a competitive compensation and benefits package along with career growth opportunities with a Fortune 500 Company.

Interested candidates should forward their resume via e-mail to gshull@fnf.ca or via fax to 877-916-8035 to the attention of Gillian Shull.

We thank all candidates for their interest but only those selected for an interview will be contacted.