



## Account Manager Full-time

This position is responsible for the sales and promotion of the Morgan Group of Companies throughout Northwestern Ontario. The Account Manager works with the Sales Manager to develop and implement sales strategies and plans to meet growth targets with a focus on retention and growth of volumes for all product offerings. This opportunity can be based out of Sioux Lookout, Dryden, or Kenora.

### Who are we?

Morgan Fuels is a large fuel, lubricant, and propane distribution company operating and continuing to grow throughout Northwestern Ontario and Manitoba. Our vision is to continue to be recognized and earn the respect of our customers as a leader in the energy and transportation industry, with a strong community focus, taking a progressive approach and pursuing all opportunities that provide positive growth.

### Why work for Morgan Fuels?

We offer competitive wages and benefits, including Life and Health Benefits (majority paid by the company) and a pension plan (Employer contributes 9%, Employee contributes minimum 6%) as well as discounts on products after successfully completing a 3 month probationary period. Morgan Fuels believes in the importance of work life balance offering flex time. The position is based on a 37.5 hour work week.

**Preferred** qualifications include but are not limited to:

- Post-secondary education in Commerce, Business Management, or Marketing or a level of knowledge normally acquired at the College or University level.
- Knowledge of the market and the customers we serve.
- 5 years sales experience.
- Experience in gathering market information.
- Experience in developing marketing and sales strategies.
- Proficiency in keyboarding and intermediate knowledge of MS Office Suite.
- Valid Driver's License with the ability to travel throughout NW Ontario.
- Experience in the trucking/petroleum/lubricant industry is an asset.

### **We encourage you to request a detailed job description.**

If you feel your skills and qualifications meet the above requirements, please email your cover letter and resume by **April 2, 2025** to [hr@morganfuels.ca](mailto:hr@morganfuels.ca).

For more information, or to request a detailed job description, please contact Jeff Deley at 431-275-6392.

*We understand that no candidate will meet every single preferred qualification. If your experience looks a little different from what we have identified and you think you can bring value to the role, we would like to learn more about you.*