



## About Us

Virox® Technologies Inc. is a leading research and manufacturing company, dedicated to arming the entire spectrum of global markets with state-of-the-art, patented, Accelerated Hydrogen Peroxide® (AHP) disinfectant technology. We pride ourselves on our entrepreneurial spirit and dedication to developing innovative solutions within the disinfectant space.

We are currently looking for an experienced Corporate Account Representative that shares our passion for safety, sustainability, biosecurity and innovation to join our team.

## The Corporate Account Representative

The Corporate Account Representative is responsible for supporting, developing and maximizing existing opportunities within the Animal Health sales funnel to ensure long term, sustainable and profitable growth. The Corporate Account Representative will also:

- Professionally represent the Company within their portfolio of accounts.
- Assist in developing and monitoring channel-related corporate activities, such as: managing rebates for all corporate and strategic partners, as well as assisting with the ideation process, execution and management of channel incentive programs.
- Collaborate with cross-functional teams on account sales and marketing initiatives.
- Assist in monitoring existing and new corporate accounts to capitalize on opportunities to maximize technology growth and development.
- Foster and facilitate strong relationships between Virox team members and their counterparts within our corporate account organizations.
- Participate in negotiating terms and conditions of both existing and new contracts with strategic and corporate accounts.
- Other projects and tasks, as assigned.

## What You Need to Succeed in this Role

- A College Diploma or Bachelor's Degree in Business Administration, Marketing or another relevant program.
- 1 year of experience in sales, sales strategy and business development.
- 2 years of experience managing projects and influencing people.
- Knowledge of Infection Control, is considered an asset.
- Strong relationship building skills and confidence to work with and negotiate with mid-level management.
- Ability to work on and support multiple cross-functional projects simultaneously.
- Demonstrated resiliency under pressure and able to manage setbacks in a dynamic work environment.
- Ability to communicate and present effectively in both verbal and written format.
- Ability to collaborate, take initiative, and build and maintain strong working relationships across teams.
- Ability to travel and work outside of normal office hours to attend tradeshow and meet clients.

## What We Offer

- Paid time off between December 25<sup>th</sup> and January 1<sup>st</sup> each year, for all permanent full-time staff.
- Summer Hours from Mid-May to Labour Day each year, complete with surprise visits from the Ice Cream Truck throughout the Summer months.
- Work from Home up to 2 days per week for eligible positions, upon successful completion of the probationary period.
- Comprehensive benefits program for permanent full-time staff, which includes an Employee and Family Assistance Program, upon successful completion of the probationary period.
- A generous tuition reimbursement program in support of continuous learning and development for all permanent full-time staff, with 1 year of service.
- The best social events ever!!!

## How To Apply

If you are interested in joining our team, please forward your resume to: [jobs@virox.com](mailto:jobs@virox.com)

*Virox Technologies Inc. is committed to providing accommodation for individuals with disabilities. Accommodation will be provided upon request in all parts of the hiring process as required in accordance with the Virox Technologies Inc. Accommodation Policy. Candidates requiring accommodation are asked to make their needs known in advance. We sincerely thank all applicants who express an interest in this role; however, only those candidates being directly considered will be contacted.*