



Driving Innovation

Foss National Leasing/LeasePlan (FNL/LP) is a part of the Foss Automotive Group, established in 1962. It is the largest privately owned and operated fleet management company in Canada. Foss has a reputation for superior customer service and providing solutions tailored specifically to the needs of today's automotive fleet managers.

Position Summary:

- Develop and execute strategies to drive growth in fleet vehicle leasing and Fleet management products
- Meet and establish rapport with potential new customers to determine their need for fleet management services
- Uncover problem areas that the fleet is experiencing to determine if there are issues that may be large enough to require a change in how they manage their fleet
- Develop a proposal that would solve the problems that they are experiencing by using the products and services that FNL/LP sells. Often this is done by preparing written proposals and presentations. Occasionally tenders and Request for Proposals need to be responded to.
- A consultative approach is used with the client to determine what the best solution would be which requires strong analytical skills
- Once the prospect agrees to develop a relationship with FNL/LP, the Account Executive needs to prepare a master agreement and work through our customer set up process with an assigned Account Manager in order to facilitate the hand off of the new customer. This process requires a great deal of independent work and managing his or her time and work flow.

Desired Skills and Experience:

- Capable of communicating with potential customers at all levels of an organization, with an emphasis on listening for problems that need to be solved
- Has a financial background to understand the present value of a financial transaction
- Has an interest in finding solutions for problems both internal and external to the business
- Capable of handling multiple prospects at different stages of development at any given time
- Likes to develop working relationships with prospective clients and is able to adjust their approach based on the situation that they are presented with
- Likes to work in a dynamic and changing environment
- Previous Fleet sales experience a definite asset

What the Work is Like:

- Hunting for companies that operate fleets of vehicles on a daily basis is a necessity for success
- Requires communicating with prospects and co-workers to find problems and solutions for those problems
- Requires frequent travel via car to prospective client facilities over a large geographical area
- Meeting in person and via phone with prospects to determine their problems and developing



Account Executive

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- strategies to solve them using FNL/LP products and services
- Required to prepare and deliver proposals to prospective clients

What the Company Will Give to You:

- A fun, fast paced, open and friendly work environment
- Very competitive salary, bonus and uncapped commission structure
- Company Vehicle
- Full benefit program
- Onboarding and ongoing training
- Opportunity to grow and develop in your career in a family owned, nimble and customer-centric work environment

Job Type: Full-time