



Independent Key Account Representative

Alpha Translations Canada Inc. is a Canadian-based enterprise, offering translation and language consulting services to international companies. We specialize in providing top quality translations in the fields of law, finance, investments, real estate, technology and marketing.

The company was founded in 1994, and over the past decade, we have experienced exponential growth, particularly in the German marketplace. This growth largely stems from the company's value proposition, the Alpha Advantage, which includes customer-centric Overnight Service, German-speaking project management and strong relationships.

Our clients include the world's top law firms, banks and investment firms, as well as Fortune 500 companies around the globe. To better serve our German clients and further expand our European presence, we are seeking an Independent Key Account Representative.

We offer:

- A flexible and interesting career in a fast-growing, international company
- Opportunity to travel and gain international work experience
- Work with a professional and highly motivated team
- Ongoing support and training
- Attractive performance-based remuneration package
- Opportunity to play a part in shaping the company through innovative ideas and teamwork
- Work independently from your home office
- Work in one of the fastest growing industries in the world
- Opportunity for fast advancement within the company

Job summary

The Key Account Representative shall generate new business and direct sales to Alpha Translations through identification and acquisition of potential new clients and translation projects, lead referrals and networking on behalf of the company. The Account Representative shall also identify new sales channels, resellers and companies which may add our service offering to their portfolio. He/she shall deliver on the target business development plan as specified by Alpha Translations Canada Inc., and meet the targets stipulated in the plan. The Account Representative shall represent Alpha Translations in the assigned geographic territory to potential and existing clients. He/she shall act with integrity and in accordance with Alpha's Vision, Mission and Values.

The representative is expected to:

- Grow market share for Alpha Translations Canada Inc. in North America
- Identify, develop and close sales opportunities with potential customers and existing clients through networking, cold-calling, trade shows, regular client visits, the Internet, relationship-building etc .and promote a positive image for Alpha Translations
- Educate prospects and clients regarding our services and value proposition
- Create proposals, manage and control pricing, answer RFP's in cooperation with our team
- Work in collaboration with Project Managers to ensure effective communication regarding client accounts
- Provide project support to clients and deliver excellent customer service
- Collaborate with other inside and outside Sales Partners, Vendors, and Service Partners to grow market share for Alpha Translations and add value to all stakeholders

Professional and Personal Qualifications:

- Proven Sales Experience in B2B service sales, minimum 1-2 years experience selling in the translation/localization industry preferred
- Proven successful sales track record with a quota of at least 500K annually
- Excellent negotiating and closing skills
- Excellent customer service skills, ability to communicate issues related to translation projects and relevant technology
- Proficiency in MS Office and generally technology savvy
- Knowledge of a second language (German, Spanish) preferred
- A good understanding of language industry best practices, tools and technology is an asset
- Well connected, confident, personable and highly professional
- Excellent communication skills, verbal and written, and a good listener
- Drive and enthusiasm combined with a strong will to succeed
- A positive attitude, discipline and professionalism
- A solutions-oriented approach, results-driven and a flexible and innovative thinker
- The ability to work independently and in a team, and to follow processes
- Experience in the legal, financial or investment field (optional, and an asset)
- Cross-cultural exposure and experience in the language industry and ability to deal with people from different backgrounds and cultures
- Confidence and believe in own abilities, and enjoy networking and making new contacts

The ideal candidate will identify with the company's Mission and Values.

At Alpha Translations Canada Inc., we take pride in our Mission, Vision and Values. They represent what the company is setting out to achieve, and reflect its history and soul. We are guided by these values in everything we do.

Our Mission:

We strive to be a strategic ally to our clients by providing customized language solutions and cultural insights which enable them to take advantage of the opportunities the global marketplace offers.

Our Values:

Clients' Needs First:

We actively seek to understand our clients' needs and offer innovative and flexible solutions that add value to our clients' business and ours. This is the core principle which guides all our decisions.

Lean Growth

In providing our services we strive to grow and add value to all our stakeholders. We will do so by applying lean principles, innovative thinking and finding creative solutions.

Strong Relationships (1+1=3)

We build and nourish strong relationships with our clients, our team and our service partners to each others' mutual benefit.

Empowered People

Each member of the Alpha Team has a vested interest in and is personally accountable for the successful outcome of each project and the satisfaction of each client.

Respect and Cross Cultural Integrity

We will act with awareness, openness and respect towards other people and other cultures, and always seek first to understand, then to be understood.

Fun and Fulfillment

We will have fun doing so and give every member of our team the opportunity to reach their dreams and goals, and to find strength and happiness in their personal and professional lives.

If you feel that you can identify with our company, are interested in starting a challenging international career and possess the skills and attributes we are seeking, we would love to hear from you!

To apply, please email your resume to:

mhecken@alphatranslations.ca