



KMAC
GROUP

www.kmacgroup.ca
102-3310 South Service Road,
Burlington, Ontario L7N 3M6

*Igniting possibilities, inspiring futures, and leading customers
toward a brighter, more successful tomorrow.*

Now, imagine a sales approach that doesn't just close deals but builds a legacy. A method where your success is measured not by the transactions you make, but by the enduring impact you make on your customers' lives. This is the essence of Visionary Selling — a way to lead that transcends traditional sales tactics and redefines what it means to deliver value. It takes what you already excel at and amplifies it, creating a paradigm shift in how you lead and connect with customers.

This role isn't just about selling; it's about winning — winning hearts, winning minds, and ultimately, winning the future. In a world where selling is linear, but winning is circular, your ability to put the customer at the center of your vision is what will define your legacy.

At KMAC, we champion “The Bigger Picture Game.” It challenges us to prioritize customer relationships over transactions, refine our sales strategies and processes, and adapt to market changes with agility — fostering a culture of collaboration and continuous learning.

If you are ready to join a dynamic, forward-thinking sales organization that thrives on challenges and consistently exceeds expectations, we invite you to learn about and champion “The Bigger Picture Game” with us.

These four words aren't just a statement; they're an invitation to think bigger, look beyond, and find connections that others might miss.

Are you ready to Champion The Bigger Picture Game?

STRATEGIC GROWTH ACCOUNT MANAGER — PROFESSIONAL ORAL CARE

Territory: North and West Vancouver, Kamloops, and Kelowna, British Columbia

The role: helping health care professionals within Dentistry and the Dental Community create healthier smiles for life.

Make an Impact — Set New Standards

Our clients rely on us more than ever, and we're continuing to break new ground in the world of sales. This is an opportunity to join us and make your mark providing strategic oral care solutions on behalf of a global leader in oral healthcare.

The KMAC Group is searching for sales professionals obsessed with making a significant difference in the world of sales. As part of the KMAC Professional Oral Care team, you'll represent a global leader in the oral healthcare market — along with our values and our promise — while charting new territories for all to take notice.

We are not your traditional sales organization. We are passionate about our team, our customers' businesses, and we have been partnering with them on all-important journeys together for over 30 years.



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This role is challenging, strategic, consultative, and rewarding — with equal parts autonomy and collaboration. Sales is a profession requiring proven skills, and we provide the coaching, strategy, training, resources, support, and inspiration on an ongoing basis. We have fun and celebrate individual and collective team success.

Here's what we believe

- **Our Organization:** teamwork, high standards, and collaborative selling define us. We celebrate each other's successes and support one another's growth.
- **We Challenge:** by pushing boundaries and striving for excellence in everything we do.
- **We Honour Commitments:** to our clients, our team, and ourselves — ensuring we deliver on every promise.

The Impact You Can Make

As a Strategic Growth Account Manager at KMAC, you will work with leaders obsessed with helping clients succeed by owning customer relationships and account strategies. Building trust and long-term relationships with your customers while championing global oral care brands inside their organizations is paramount to your success.

Additional responsibilities include:

1. Helping our team increase product usage and recommendation with Canadian dental professionals.
2. Increasing sales across the territory.
3. Delivering all KPIs (key performance indicators) through the implementation of a proven sales strategy covering accounts in your defined territory.

Here's How

- As a highly organized sales professional, we'll look to you to share your skill and experience with call planning, executing a sales process, and strategically using a CRM (Salesforce.com) — differentiating you from others.
- 2–5 years of sales experience with a proven track record for business forecasting, planning, and executing on sales strategy that brings value to your customers and our team.
- A proven track record with territory business development and strategic account management, married with a strong technical background and proven expertise with Microsoft Office, virtual conferencing, and business planning — continually driving new opportunities.
- As a storyteller, you have mastered listening skills, allowing you to communicate effectively and help your customers solve their challenges so they can win.

Why You Will Love This Opportunity

Strategic Growth Account Managers have the opportunity of a business owner — sharing ideas and challenging us on how to make a greater impact. Effectively managing your calendar, your account strategies, and working together with your peers ensures your success. We'll support you, coach you, train you, and cheer you on as you reach new heights previously unattainable.



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You're the Missing Piece of the Puzzle

You are likely in a similar role applying formal sales methodologies. You have knowledge of or experience with most of the items below:

- Business planning and forecasting.
- A demonstrated genuine curiosity, and the ability to identify and articulate solutions to customers' business problems, creating a mutual exchange of value.
- Strong sensitivity to customer needs and situations; analytical ability in discerning priority and non-priority issues; making decisions from a number of alternatives based on logic and fact; and capable of using honesty and persuasiveness in negotiating mutually satisfactory resolutions.
- You enjoy creating and nurturing relationships with customers, characterized by mutual trust and respect for long-term success.
- Valid driver's license and reliable transportation.
- Willing to travel across the territory as required.

COMPENSATION & BENEFITS

- **Base salary:** \$70,000–\$100,000 CAD annually, commensurate with experience.
- **Quarterly performance-based incentives:** opportunity to earn additional variable compensation tied to results.
- **Competitive mileage allowance** and reimbursement for reasonable business expenses.
- **Extended health benefits.**
- **Ongoing training, coaching, and professional development** to support your growth and success.

HOW TO APPLY

If this is you, we eagerly await the opportunity to meet you. Please submit your resume and a cover letter to Desiree Rigby at desiree.r@kmacgroup.ca with "Strategic Growth Account Manager: Professional Oral Care" in the subject line.

ABOUT THE KMAC GROUP (EST. 1992)

Guiding, inspiring, and bringing clarity to help leaders chart their own paths.

We exist to inspire people to follow their passions so they can reach new levels of success and fulfillment, championing "The Bigger Picture Game."

The KMAC Group is a leading force in leadership and sales performance, offering specialized training and coaching for both large and small sales teams. Through its innovative vision-inspired leadership platform and the Advancer Model Selling System, KMAC harnesses strategy, data, and personalized coaching to unlock the hidden potential of individuals and teams. Empowering organizations to drive significant improvement, KMAC has, since 1992, helped global brands and leaders craft visionary strategies and create meaningful change. Our unique approach blends strategic insight with practical action, fostering long-term success.

Visit us at www.kmacgroup.ca and www.thebiggerpicturegame.ca.

We thank all candidates for their interest; however, due to the high demand for this position, only candidates who meet these requirements will be contacted.