



Account Executive (Sales Representative) Job Posting – Shamir Canada Optical Inc.

Department: Sales

Hiring Manager: National Sales Manager

Location: Manitoba and Saskatchewan

Hours: Full Time, Permanent

Shamir Canada Optical Inc. is a national premium lens and coating manufacturer that has established itself as a company known worldwide for *innovation, revolutionary technology, and stringent quality assurance practices*. Shamir provides the optical industry with high quality, cutting-edge lens technologies and coatings.

We're growing and looking for a motivated, relationship-driven **Account Executive** (Sales Representative) to join our dynamic team.

Shamir Canada rewards hard work and dedication. We offer a high guaranteed base wage plus sales bonuses, a comprehensive group benefit package, car allowance and expenses covered by the company, along with a diverse work environment and excellent career opportunities.

Job Summary:

Reporting to the National Sales Manager, the Account Executive is responsible for prospecting and closing new business in the **Manitoba and Saskatchewan** territory while growing an existing account base. To ensure strong customer relations, the Account Executive will develop and maintain strong working relationships with Shamir's Customer Service Department and Lab Personnel.

Primary Responsibilities:

- Identify and develop opportunities to obtain new clients and support revenue growth.
- Build assigned territory by setting priorities, prospecting, developing new business and conducting follow up meetings with customers.
- Meet or exceed sales targets as defined by the geographical territory.
- Maintain knowledge on products, market conditions, competition and industry trends through networking, training sessions and vendor meetings.
- Actively participate in business activities such as trade shows, seminars and conferences representing company products and services.
- Provide unparalleled professionalism with a proactive, strategic approach.
- Deliver exceptional support and knowledge to customers.
- Communicate in a timely manner to ensure projects and deadlines are met.





- Utilize sales management tools, such as Salesforce.
- Administrative responsibilities as required, from research of a prospect, to processing signed service contracts, to reporting to ensure seamless onboarding of new business.

Qualifications:

- Minimum of 2 years BTB sales experience within the optical industry is required
- 2+ years direct to ECP sales experience with actionable relationships
- Proficiency in optical product channel a required
- Proficient computer skills including Microsoft suite of products
- Must have strong verbal and written communication skills
- Demonstrated presentation skills
- A self-starter with the ability to work independently with little supervision
- Strong time management and organizational skills
- Strong negotiation skills
- Must possess a valid Driver's License, own a vehicle and have the willingness/ability to travel frequently within your territory (over 50%)

What Shamir Offers:

- Competitive guaranteed wage plus sales bonuses
- Car allowance
- Comprehensive group benefit plan including discount prescription lenses
- Employee stock purchase plan
- RRSP/DPSP
- Remote work

If you are interested in applying, please forward your cover letter and resume to HR@shamirlens.ca by January 2, 2026.

We thank all candidates for their interest; however, only candidates selected for interview will be contacted. Accommodation is available upon request for applicants with disabilities. Please include your request with your application.

