



Position: Account Manager

Job Type: Full-Time
Job Location: On-site Vancouver, BC
Travel: Up to 60% Travel
Base Salary: \$100,000 - \$120,000 + Bonus + Equity

At pH7 Technologies we design and implement methodologies for sustainable extraction and refining of strategic metals for the renewable-energy transition. We're a dynamic and fast-paced company with a culture of innovation and collaboration, and we're committed to attracting and retaining top talent who share our vision for a better and cleaner planet.

We offer more than just a job - we offer a dynamic and engaging workplace where you'll have the opportunity to grow your skills and contribute to meaningful work that makes a difference. We provide competitive compensation packages, including salary and benefits, as well as opportunities for professional growth and development.

pH7 is seeking an **Account Manager** who will play a pivotal role in nurturing and expanding our client relationships. Your primary focus will be on understanding clients' needs, managing their accounts, and fostering long-term partnerships. This role involves strategic planning, a charismatic presence and excellent communication skills, and a deep understanding of precious metal products, chemicals and process technology, or similar/adjacent industries.

Responsibilities:

Client Relationship Management:

- Develop and implement strategies and stakeholder engagement plans.
- Cultivate and maintain strong relationships with clients in the precious metals recycling industry, chemical manufacturing, and mining.
- Understand clients' business needs and provide tailored solutions to enhance their experience and satisfaction.
- Growing and delivering on a pipeline of sales opportunities globally.

Account Development and Prospecting:

- Identify opportunities for account growth and expansion.
- Collaborate with internal teams to develop and implement strategies for increasing revenue and market share.
- Cultivate strong relationships with potential clients in the precious metals recycling industry, mining, chemical manufacturing.



Market Research:

- Stay informed about market trends, industry developments, and competitor activities.
- Provide regular updates to clients on market dynamics and potential impacts on their business.

Contract Negotiation:

- Negotiation of often complex, license, sales and collaboration agreements
- Ensure that contractual obligations are met and that clients receive exceptional service.

Communication and Reporting:

- Act as the main point of contact for clients, addressing inquiries and concerns promptly.
- Prepare and deliver regular reports on account performance and key metrics.
- Work closely with internal teams, including operations, engineering, and finance, to ensure seamless service delivery and client satisfaction.

Qualifications:

- Minimum bachelor's degree in business, marketing, or a related field. MBA or engineering degree would be an asset.
- Proven experience as an Account Manager in the recycling industry, Chemical Manufacturing, Mining, Clean Technology, or a related field.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and collaboratively in a fast-paced environment.

Benefits:

- Competitive salary and performance-based incentives.
- Comprehensive health benefits.
- Opportunities for professional development and advancement within the company.

If you are passionate about sustainability, possess a deep knowledge of the precious metals recycling industry, and have a track record of building and maintaining successful client relationships, we invite you to apply for the [Account Manager](#) position at pH7 Technologies. Join us in our mission to make a positive impact!