

Key Account Manager - Sales

Nimbus Distro

Job ID
39347

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LOCATION	DATE POSTED	EXPIRY DATE	
100 venture drive, Scarborough, ON Ontario	09-03-2026	05-09-2026	
TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD 60	2 years to less than 3 years	Bachelor's degree

Job Details

Employer: Nimbus Distro

Location: 100 Venture Drive, Scarborough, ON M1B 3L6 (Work locations may vary — frequent travel required)

Salary: \$60.00 per hour | 40 hours per week

Terms of employment: Permanent, Full-Time

Start date: As soon as possible

Schedule: Morning, Day, Evening

Vacancies: 1 vacancy

About Us

Nimbus Distro is a trusted vape wholesale supplier and one of Canada’s official wholesale distributors for leading brands including Rocky Vapor, Oxbar, and Vapeman, among others. With over 10 years of experience in the vaping industry, our team of professionals has established ourselves as the go-to wholesale solution for vape shops across Canada.

Operating from strategically located distribution centres in Toronto, ON, we ensure reliable and fast delivery to all parts of East, West, and Central Canada. We are a growing company driven by quality products, strong retailer relationships, and a passion for the industry.

Role Overview

As a Key Account Manager - Sales, you will be responsible for managing and growing relationships with key wholesale clients (vape retail shops) across your assigned territory. You will serve as the primary point of contact for these accounts, driving sales performance, communicating brand messaging, and ensuring exceptional client satisfaction. This is a field-based role requiring regular travel across your territory.

Benefits

Health benefits: Dental plan, Health care plan, Vision care benefits

Commission structure based on sales performance

How to apply

If you are a driven sales professional with a passion for building relationships and growing accounts in a fast-moving consumer goods environment, we want to hear from you. Please submit your resume and a brief cover letter outlining

your relevant experience by email: hmpinvestment@gmail.com

We thank all applicants for their interest. Only candidates selected for an interview will be contacted.

Job Description

Key Responsibilities

- Lead the sales team in building and maintaining relationships with business clients; manage negotiations of sales contracts
- Plan, direct, and evaluate the activities of the sales department across wholesale and retail channels
- Organize regional and divisional sales operations to maximize territory coverage and account penetration
- Work collaboratively with the marketing department to understand and communicate brand messaging for Rocky Vapor, Oxbar, Vapeman, and other product lines to the field
- Plan and control budget and expenditures related to account management activities
- Determine strategic planning related to new product lines and market opportunities
- Establish and uphold organizational policies and procedures in relation to sales operations
- Assign, co-ordinate, and review projects and programs within the sales function
- Obtain and examine all relevant information to assess client feedback, enquiries, and complaints, ensuring timely and meaningful resolution
- Negotiate business contracts with key wholesale accounts
- Organize and maintain inventory coordination with distribution centres in Toronto
- Provide exceptional customer service to key accounts throughout the client lifecycle

Job requirements

Education

- Bachelor's degree in a related field

Experience

- Minimum 2 to less than 3 years of experience in sales, account management, or a related client-facing management role
- Experience in the vaping, FMCG, or consumer goods industry is a strong asset

Technical Skills

- Proficiency in Microsoft Office Suite, including MS Excel
- Familiarity with CRM platforms (e.g., Salesforce) and electronic scheduling tools
- Comfortable with electronic mail and standard business communication tools

Who You Are

- Client-focused with excellent interpersonal and relationship-building skills
- Strong oral and written communication abilities
- Highly organized with effective time management and attention to detail
- Self-motivated with the ability to work with minimal supervision
- A collaborative team player who also thrives independently in the field
- Accurate, detail-oriented, and deadline-driven

Working Conditions

- Fast-paced environment with tight deadlines

- Regular travel across assigned territory is required; valid driver's licence and own vehicle required
- Willingness to travel overnight and on a regular basis
- Supervision of 1 to 2 staff members may be required
- Travel expenses paid by employee