

# Associate Account Manager

**Posted By: Patsnap Canada**

**Location:** Toronto

**Salary:** \$68,469 - \$74,880 Per Year

**JOB ID :** RJ5625506

**Posting Date :** 10-Aug-2025

**Expiry date :** 06-Feb-2026

**Education :** Bachelor's degree in Science, Computer Science or Engineering

**Language :** English

**Vacancies :** 1

**Years of Experience :** 2 years

**Job Type :** Full Time

## Job Description

**Location:** 26 Wellington Street East, Suite 906, Toronto, Ontario, M5E 1S2

### **Role Summary:**

It is a unique opportunity to take full ownership of the customer lifecycle from identifying and developing new opportunities to managing and growing existing relationships. As an Account Manager, you'll play a key role in driving revenue, with approximately 60% of your time focused on new business development across both new and existing accounts, and 40% on renewals and ongoing account management.

### **Key Responsibilities:**

- **Key point of contact for an account pack consisting of our mid-size customers, working towards a gross renewal target**
- **Build and maintain strong relationships with some of the world's greatest innovators**
- **Negotiate and execute contracts to maximize annual recurring revenue**
- **Collaborate with sales team to identify and grow opportunities within your account pack**
- **Manage risk assessment plan for account pack with next steps and actions in place**

- Consistently deliver rolling 90-day forecasts
- Keep up to date with all major product updates and articulate their value to our clients
- Clearly communicate progress of initiatives to internal and external stakeholders

**Qualifications and Skills:**

- 2+ years of experience in a B2B Sales/Customer Success role
- Bachelor's degree in a STEM field, preferably in Science, Computer Science or Engineering
- Proven experience in SaaS account management or sales, with a strong track record of conducting product demos and managing client relationships.
- Experience in intellectual property (IP), research & development (R&D), or related technical domains is highly preferred.
- Able to articulate complex solutions and deliver business cases that resonate with our customers
- Experience using account planning frameworks to prioritize key tasks and activities within the account pack with a focus on value-based outcomes
- Have a track record of exceeding renewal-based targets
- Comfortable both giving and receiving feedback and looking inward at how to develop and grow
- Curious, adaptable and thrive working in an innovative and fast-paced environment
- Strong listening, negotiation and presentation abilities and are comfortable with value-based selling
- Customer centric and driven by having a positive impact on Patsnap's customers.
- Proficiency in verbal and written in English
- Fluency in foreign languages is a strong asset, given account coverage in different regions.

**Work hours:** 35 hours a week

**Benefits:**

- 5 weeks paid vacation (+ 1 day per year of service to a maximum of 30 days)
- Comprehensive benefits package for you and your dependents from day one
- RRSP Contribution Matching
- Access to mental health support
- Maternity and paternity leave
- 2 company paid volunteering days
- Life Insurance
- Commission

To apply for this job vacancy, please send your resume along with a cover letter and a reference letter from your previous employer to the following email: [recruitment@patsnap.com](mailto:recruitment@patsnap.com)

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