

Job Description

We are a leading manufacturer of industrial fluid process controls and we are in the process of adding key positions to support our rapid growth strategy. We are looking for a talented **Regional Sales Account Manager** to join our sales & marketing team.

Description:

The Sales Account Manager is responsible for the development and implementation of sales strategies and plans to acquire new business for assigned product lines and services to meet or exceed annual sales goals and grow market share. The individual is responsible for establishing and maintaining relationships at assigned accounts and engage with manufactures representatives to ensure effective and efficient utilization of resources to serve key customer accounts.

Responsibilities:

Serving as a member of the sales & marketing team, you will need familiarity with most of the following:

- Communication Skills
 - Excellent written and verbal presentation skills
- Computer Skills
 - Accomplished in the use of the MS Office Package (Word, Excel, Outlook, PowerPoint, etc.)
- Engineering Capabilities
 - Electrical Control / Power Systems
 - Fluid Flow / Fluid Dynamics
 - Refrigeration Systems
 - Piping Systems
- Process Knowledge
 - Industrial Processing Technologies
 - Paint Application Technologies
 - Sealer & Adhesive Application Technologies.

Requirements:

Candidates to have 2-4 yrs field experience. Bachelor's Degree in Electrical or Mechanical Engineering or related field or equivalent work experience.

Compensation is competitive based upon the candidates knowledge, skills, and abilities. Along with a competitive compensation package, we offer a comprehensive benefit package including medical, dental, 401(k), tuition reimbursement, and much more.