



# Account Manager

**Job Title:** Account Manager **Date:** 01.26.21

**Job Description:** This position is strategically marketing, promoting and profitably aligning our products and services to both existing and potential customers. The effective, efficient and quality management of customer and vendor opportunities from sales generation, quotation, entry, and delivery of products and service.

**Primary Responsibilities:**

- Creation and execution of effective account plans for the sale and marketing of identified product lines through customer-focused strategies.
- Establish and maintain effective customer relationships and seek out new opportunities to grow profitable sales.
- Strategic Customer Planning using available data and tools to develop a targeted sales strategy for all products and services
- Remain current on all IAC offered products and services with the ability to communicate the value at the Executive level
- Lead customer focused training events including lunch and learns scheduled technical classes and talks, along with other business-related presentations.
- Penetrate and identify the target customer base, establish relationships, and have the ability to cultivate opportunities
- Demonstrate the use of the integrity Selling/ AIDINC sales model with quantifiable positive results
- Develop and pursue Project Opportunities as the Sales Pursuit Team Leader defining the strategy and requirements for success
- Continuous execution of a Disciplined Sales Process at all assigned accounts
- Utilize and Maintain Company CRM (Customer Relationship Management) tool for all activity
- Ability and desire to sell all available product lines offered by IAC

<b>Job Location:</b>	All	<b>Company Industry:</b>	Electrical, Industrial and Construction Sales
<b>Job Role:</b>	Inside / Outside Sales	<b>Joining Date:</b>	Immediately
<b>Employment Status:</b>	Full-time	<b>Employment Type:</b>	Full –time
<b>Salary Range:</b>	Negotiable	<b>Manages Others:</b>	No
<b>Number of Vacancies:</b>	1	<b>Other:</b>	Motus Vehicle Plan, Expense Account

**Skills:**

**Qualifications:**

- Passion for solving of customer applications and issues and a desire to convert competitively held accounts
- Ability to view supported products and technology as a business
- Ability to administer and implement marketing, promotional programs, and product launches from Identified Product Businesses
- Ability to **lead and coordinate** the sales teaming efforts required to identify and to close account conversions
- Excellent communication skills and ability to clearly articulate highly technical products and services
- Strong arbitration skills to effectively listen, communicate, and gain consensus
- Strong presentation skills in group and individual situations.
- Computer skills (i.e. Windows, Microsoft Office Suite, PDF, PowerPoint)
- Creative thinker with the ability to create original concepts to train, service, and sell to internal and external customers
- Understanding of data and how it can be used to analyze business opportunities
- Collaborative coordination and time management.
- Ability to work as part of a team selling model

<b>Career Level:</b>	Middle	<b>Years of Experience:</b>	7-10 years of industry experience, electrical distribution experience considered a plus.
<b>Degree:</b>	College degree preferred with equivalent work experience acceptable	<b>Education:</b>	Familiarization with Electrical, Industrial and Industrial Automation Products and services