

Job Description

Position Title: Sales Account Manager

Revised: March 11, 2024

Summary

Under general direction, this role is responsible for all sales and commercial activity within his/her designated customer base. Maintaining and growing current accounts as well as bringing in new opportunities is the primary function of this role. The other primary competency is working closely with all internal departments to resolve the day-to-day topics of account management. The Sales Account Manager serves as a company representative with customers and vendors at events such as trade shows and training sessions.

Essential Duties & Responsibilities

- Achieving Annual Goals. Typically includes, but is not limited to:
 - Strategy for Sales Growth (i.e. hitting targets for travel, communication, etc.)
 - Strategy for Specific Accounts
 - Team Goals
 - Individual Growth Goals
- Continually develop knowledge for our product offerings, production processes, and pricing strategies.
- Learning and understanding relevant market trends.
- Always representing the company in a professional manner
- Ability to work within a team; demonstrate excellent interpersonal skills with other departments at the company.
- Grow relationships with key personnel at our customers and prospects (i.e. purchasing, engineering, planners etc.).
- Search out new markets that fit the company's core competencies.
- Problem solving and suggesting solutions to management on important account decisions.
- Expectation of regular travel to customers to ensure quality and competent service levels.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint, Outlook, Teams, etc.)
- Travel expectations: 1-5 days per month, local and overnight.
- Other duties as assigned.

Experience and Qualifications

- Proven sales skills in a manufacturing environment are preferred.
- Cost-Based Quote (CBQ) development. Understanding Labor, Overhead, Machine Burden, and other manufacturing costs is preferred.
- 3+ years of experience with similar responsibilities
- Post-High School Degree

careers@commercialforged.com