

ACCOUNT MANAGER

DAYTON, CINCINNATI AND COLUMBUS, OHIO

The Company: Voelker Controls Company

Voelker Controls provides best-in-class industrial automation solutions. We design, build, and help to implement solutions, as well as train our clients on all disciplines we represent. We research and evaluate technological advancements in our industry and strive to be a leader in automation: specializing in value add mechanical design, pneumatics, motion control, robotics, machine vision, sensors, and ID. Learn more about us at www.voelker-controls.com.

The Role: Account Manager

This is a full-time position for an individual who can use your engineering/technical background to take great care of our existing customers, help us find and build relationships with new customers, and help our team continue to grow.

Essential Functions:

- Actively call on existing customers in assigned territory.
- Develop a thorough understanding of customer's business goals and objectives, operating systems and manufacturing processes.
- Build relationships with decision-makers: make initial contact, introduce product lines, and develop a rapport to identify customer needs.
- Develop and maintain a Customer Contact and Activity Database for assigned accounts. Monitor Sales Activity Reports, project annual sales goals, prepare territorial sales forecasts and verify that sales activity supports the forecast and projected sales.
- Review customer activities at least quarterly with Sales Manager. Strategize ways to maximize sales volumes or grow territory.

Knowledge, Skills, and Abilities:

- Strong customer focus.
- Ability to initiate, maintain, and develop relationships.
- Persuasiveness/closing ability.
- Computer literacy is strongly preferred.

Minimum education and work experience required:

- Degree or pursuing a degree.
- Previous sales experience or customer service is a benefit.
- Experience in selling technical products is also highly valued.