

SIMCONA

SOURCING, PROCUREMENT & LOGISTICS

275 Mount Read Blvd.
Rochester, NY 14611
Tel: 800-274-6266
www.simcona.com

FIELD ACCOUNT MANAGER

Position Charter: Field Account Manager

Reports To: Executive Vice President

Job Summary: The Field Account Manager is responsible for growing, maintaining, and managing customers within assigned accounts. The successful candidate will meet or exceed sales revenue and unit goals, generate leads, qualify prospects, and manage all sales of Simcona product lines and services. The Field Account Manager will develop strategic relationships and align customer and business goals, creating and maintaining a business and execution plan for shared success among the customer, vendor partners, and the company.

Responsibilities & Duties:

- *Increase territory revenues and profit through development of existing account and prospective account base.*
- *Proactively research and understand the customers' key business drivers by observing company's operations, developing relationships with key stakeholders, selling relevant products to meet specific project needs and providing knowledge, data, and materials.*
- *Engage customers in joint planning that integrates Simcona's services, programs, and supplier partnerships, securing customer commitment for the development of a comprehensive investment in strategies that advance Simcona's market position, entanglement, and financial goals.*
- *Maintain and monitor pipeline and metrics for assigned customers, perform analysis, and identify improvement opportunities.*
- *Develop and implement sales plans that include schedule of prearranged calls and visits to current and new customers, utilizing all appropriate sales tool and materials.*
- *Manage all aspects of the sales process i.e., engineer, select, propose, and demonstrate solutions suitable to meet the customer's applications.*
- *Maintain high accuracy level on company pricing and procedures.*
- *Collaborate with Inside Sales, Quality, Purchasing, Management and other internal teams and support functions as necessary.*
- *Conduct regular business reviews with assigned accounts to track progress toward revenue and growth goals and owns execution of business plan.*
- *Closely manage profitability by minimizing profit leaks and maximizing gross profit.*
- *Identify and resolve customer challenges and issues regarding quality, deliveries, and contracts.*
- *Compile lists of prospective customers for use as sales leads, based on information from company, internet websites, customer referrals, suppliers, and other sources.*
- *Gather information on competitors' strengths and weaknesses, channel information to product, pricing, and business management.*
- *Prepare reports of business transactions and maintain expense accounts.*
- *Daily use of Wintouch for data entry of customer, sales data, and opportunities.*
- *Perform presentations on territory results and activities.*

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Qualifications & Skills:

- *Minimum of 5 years of experience in sales required.*
- *Bachelors degree or equivalent experience from which comparable knowledge and job skills can be obtained.*
- *Ability to sell, negotiate and be persuasive.*
- *Knowledge of product line and pricing.*
- *Strong analytical, interpersonal and communication skills.*
- *Proficient in MS Office products.*
- *Ability to work independently from home office environment and traveling to customers, suppliers and occasionally to headquarters.*
- *Travel 60-70% of time for face-to-face meetings.*
- *Preferred experience in Industrial sales or business development.*