

Position: Account Manager
Reports To: Manager of Sales
Status: Exempt

Date: January 2024
Department: Sales
Grade: XX

Position Summary: Responsible for managing several existing Key Accounts in a geographic territory and generating new business with these same Key Accounts as well as selected Target Accounts throughout the United States. This individual will also work closely with other ABA-PGT personnel in order to provide the “right” solutions for our customers.

Primary Tasks:

1. Working closely with the customer, sustaining account manager, customer service, production, and operational departments to provide the highest quality products and best solutions for our customer’s needs.
2. Price negotiations based on the cost of manufacturing and market pricing for products,
3. Work closely with customers up front to offer solutions for correct tooling, part optimization, and assist with resin selection.
4. Review prints and models with customers to determine needed improvements for a successful program.
5. Quoting tooling and engineering runs as needed,
6. Some customer visits / sales travel when necessary.
7. Hold kick off meetings and communicate scope of projects in a team atmosphere
8. Performs other related duties as assigned by VP of Sales.

Education/Experience Requirements:

- Bachelor’s Degree in Engineering, Business, or related field preferred.
- Some experience with 2D/3D Prints/Models preferred.
- Minimum 5-7 years of successful sales experience (preferably selling technical solutions to OEM customers in the injection molding industry).
- Knowledge of mold construction helpful.
- Knowledge of mold development, qualification, and production process helpful.
- Success in achieving sales goals and objective helpful.
- Proven track record of initiating and closing new business profitably preferred.
- Ability to work cross functionally with inside sales and operations.
- Demonstrates excellent planning skills.
- Superior Teamwork Skills.
- Willing to travel as needed.
- Excellent Communication and Presentation Skills.

Physical Requirements:

Light physical requirements are necessary for this position such as frequent sitting for extended periods of time without getting up, standing, walking, speaking, listening, and lifting light objects under 25 pounds. Occasional crouching or kneeling is possible.

Work Environment:

The worker will be subject to inside environmental conditions. This position can be subject to hazards such as, rare, or occasional proximity to moving mechanical parts and electrical currents when down by the machines.