



<b>Job Title:</b> <b>Account Manager</b>	<b>JD-065</b>
	<b>Revision: 10/12/17</b>
	<b>Dept: Sales</b>

**Minimum Educational Requirements:**

1. Bachelor Degree, some college, or equivalent experience in Fluid Power.

**Desired Qualifications:**

1. Professional Sales Skills
2. Excellent time management and organizational skills.
3. Excellent written and verbal communication skills with team members and customers.
4. Experience developing and maintaining internal and external customer relationships including Purchasing, Sales, Shop, C-Suite and Engineering. Growth oriented mindset; sales and profit
5. Ability to forecast sales and work with Manage By Objective Sales Plan.
6. Proficient in Microsoft Office
7. Fluid Power Sales experience is preferred

**Typical Job Duties:**

1. Calling on existing customers.
2. Leveraging new and existing relationships to win new customers for WIT
3. Work with customer Purchasing, Sales, Shop, C-Suite and Engineering contacts to identify and close new opportunities.
4. Collaborate with internal resources to prosecute new opportunities
5. Log new opportunities in CRM Develop proposals and present to customers and prospective clients

**Supervisory Responsibilities:**

**Salaried/Hourly Position:**

**Amount:**

**Reports to:**

**Traveled Required:**

**No**

**Salaried + Commission**

**DOE**

**General Manager**

**Yes**