



Job Title: Account Manager – Hydraulic	JD-065
	Revision: 10/12/17
	Dept: Sales

Minimum Educational Requirements:

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

Desired Qualifications:

1. Fluid Power Sales experience is required...emphasis in hydraulics
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.

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:

No

Salaried/Hourly Position:

Salaried + Commission

Amount:

DOE

Reports to:

General Manager

Traveled Required:

Yes