

Account Sales Manager

Job Requirements:

Experienced technical sales professional with sound business judgment along with above average oral and written communication skills. Superior knowledge and practice of basic selling skills, comprehension of Automation, Control, Vision, Motion and their applications. Strong PC skills including working knowledge of MS Word, Excel, PowerPoint.

College degree with technical content and/or minimum three to five years industry related sales experience

Job Description:

Responsible for the development of profitable new business and the maintenance of existing business within assigned accounts.

Account Managers make sales visits to accounts utilizing their technical expertise and superior selling skills to convince customers to specify and purchase automation, control, vision, and motion control products and systems.

Principal Responsibilities:

1. Achieve annual gross profit objectives
2. Generate profitable new business from existing and new accounts
3. Maintain high degree of technical competence in products and their applications

About Applied Controls:

We maintain a full staff of inside sales, customer service and application engineers with inventory and value added services. Fee based services are available to provide turnkey integration, start up, training, field service and any other services necessary to insure a successful project. We provide a base salary with a monthly commission, bonus, 401K, benefit plan, car allowance, phone allowance, and expenses.

For more information visit our website: www.appliedc.com

Apply to: salesmanager@appliedc.com