

Commercial Vehicle Sales Account Manager

Job Description

Job Category: Sales
Job Title: Commercial Vehicle Sales Account Manager
Reports to: Industry Manager

Summary:

A Sales Account Manager is responsible for promoting ASA products to Commercial Vehicle Industries. Account Managers must prospect to bring in new business, as well as call on existing accounts to develop them to the next level. They must identify customer needs, provide feedback to ASA management, and provide ASA solutions to their product needs. Account Managers will manage their industry according to good business ethics and best practices, and focus on providing value-added service in a consistent manner.

The ability to follow either written or oral instructions, use a computer for communication and possess Microsoft Office skills, use basic math, log/update customer information in the company's Contact Management System, communicate with Engineering, Customer Service, Operations, etc. and possess sound sales skills and techniques, are all essential requirements for this job. An Account Manager must be a team oriented worker who is willing to perform additional duties as identified by their supervisor and support any effort put forth to achieve sales objectives including attending and/or working Trade Shows and Customer Dealer Shows as needed.

Essential Duties:

- Prospect for new business on an ongoing basis.
- Handle objections as they are raised to satisfy the customer's concerns.
- Analyze customer needs on each call and provide viable ASA solutions.
- Close business consistently to achieve both monthly and annual sales objectives.
- Service existing accounts and work to grow their business.
- Meet or exceed customer expectations in a professional manner.
- Conduct competitive intelligence in an ethical manner and communicate industry/market changes to ASA management.
- Prepare quotes/proposals consistent with ASA pricing standards and monitor the quotes/proposals progress until closure is achieved.
- Communicate with ASA management on a consistent basis.
- Work with all departments to achieve WIN/WIN outcomes for customers/prospects based on customer needs as they arise.
- Safeguard ASA proprietary/confidential information.
- Protect company's profits.
- Adhere and respect all company policies/procedures.
- Forecast product needs and accept responsibility for meeting forecasts as you represent them.

- Perform all duties in a safe and efficient manner.
- Possess or acquire a strong electrical/technical background relative to electronics.
- **Qualifications**
- To perform this job successfully, an individual must be able to perform each essential job function to the satisfaction of the Industry Manager.

- **Language Skills**
- The individual performing this job must be able to understand written and oral instructions, computer literate practices and memos.

- **Math Skills:**
- The individual performing this job must be able to do simple math such as addition, subtraction, multiplication and division as well as be able to use Microsoft Excel.

- **Reasoning Ability**
- The individual performing this job must be able to use common sense in carrying out their job duties. They must also be able to adapt to changes in their work environment and responsibilities, and not require immediate supervision at all times to complete their assigned duties. The individual performing this job will be exposed to customer rejection and must be able to exercise good judgment when working in such an environment.

- **Physical Demands**
- The individual performing this job must be able to use their hands, legs, feet, sight and hearing. The individual performing this job will be required to call on customers, in some cases by driving a vehicle to their location, and some customer's location may require flying on a plane. You will be required to do the paperwork necessary for order processing, follow-up, and problem solving.

Education Required

Bachelor's Degree or Work Equivalent

0-3 Years of Experience in a sales environment