



# Account Manager

Are you an engineer with a personality? Have a competitive streak that the normal engineering role just does not satisfy? But don't want to be a "Salesperson" .....?

We were in your same shoes - at HaF Equipment we have built a team of Account Managers that fiercely compete for every sale while being the trusted and relied on Engineering Consultant that adds value to the customer's process systems. We are the non-sales sales team; we solve problems and provide solutions every day.

## **Accountabilities**

- All efforts related to customer accounts
- New market development
- Proposal generation
- Rep relationships
- CRM data
- New product launches
- Forecasting
- Project profitability (Pre and Post Sales)
- Meet and exceed annual sales target

## **Daily and Monthly Responsibilities**

- Act as the main point of contact in all matters related to client concerns and needs
- Coordinate multiple projects and priorities simultaneously in a fast-paced environment
- Know every capital project with our key accounts and fiercely compete to secure them
- Travel to customer site to meet in person; travel requirements 20-50%
- Lunch N Learns / Visit Account HQ / Visit Plants
- Identify industry trends

## **Job Characteristics**

- Fast-paced environment with a focus on managing multiple priorities
- Requires the ability to take initiative, lead conversations, and technically help solve problems
- Goal-driven, action-oriented, and collaborative decision-making
- Innovative with creative problem solving
- Rapport and relationship, building focused on achieving results

### **Skills and Qualifications**

- Ability to multitask and juggle several responsibilities simultaneously
- Strong written, verbal, and presentation skills
- Good attention to detail and organizational skills

### **Preferred Qualifications**

- Bachelor's degree in Engineering or related field
- Experience in machine or equipment manufacturing
- Experience in construction management or practices