

TITLE: Account Manager
DEPARTMENT: Sales
REPORTS TO: District Sales Manager
CLASSIFICATION: Exempt
DATE: March 2016

STATEMENT OF PROFESSIONAL REQUIREMENTS

OBJECTIVE:

Generate sales volume in assigned geographic territory as defined in yearly sales budget. Pursue specific markets and strategic sales plans as defined by Fremont Industries.

MAJOR AREAS OF RESPONSIBILITY:

- 1) Secure sales volume and profitability to meet or exceed annual budget goals.
- 2) Perform position responsibilities in a highly professional and ethical manner.
- 3) Provide product recommendations and pricing to customers. Review and revise pricing as needed to ensure profitability goals are met.
- 4) Develop and execute appropriate water treatment service programs. Provide solutions to routine technical problems/questions.
- 5) Complete customer reviews as required.
- 6) Schedule regular planned sales calls on prospective new accounts. Maintain target account prospect list to be reviewed by management.
- 7) Design pricing, product and support program for prospective new accounts and communicate to them.
- 8) Actively pursue sales of feed and control equipment as well as adjunct products.
- 9) Report customer and prospect activity as required and in a timely manner.
- 10) Submit all paperwork required of the position in a timely manner.
- 11) Understand and comply with the requirements of Fremont's quality and safety programs.
- 12) Master technical knowledge of Fremont products, processes, and applications.
- 13) Review and study technical literature and product information.
- 14) Attend and complete training seminars as prescribed by sales management.
- 15) Communicate competitive information gleaned while performing duties to management.
- 16) Participate in and support company generated marketing programs.
- 17) Participate, if available, in local chapters of industry/market related organizations.
- 18) Keep vehicle used for company business neat, clean, and well maintained.
- 19) Conduct customer and prospect training seminars.
- 20) Communicate all customer concerns immediately to manager.

DESIRED SKILLS AND ABILITIES:

- Effective organizational and time management skills.
- Strong written and verbal communication skills.
- Efficient interpersonal and leadership skills.
- Proven analytical ability.
- Proficient computer skills including Microsoft Office Suite.

EDUCATION AND EXPERIENCE:

- Bachelor's Degree in Engineering, Chemistry, Biology or a related field from an accredited college or university; prior sales experience or experience in the Water Treatment (or similar) Industry is preferred, or:
- High School degree, or equivalent, with 3 or more years of Water Treatment (or similar Industry) sales and service experience preferred.

PHYSICAL DEMANDS:

- Ability to lift 50 lbs.
- Bending, lifting and climbing
- Work frequently in a heavy industrial environment requiring the use of personal safety equipment and exposure to chemicals, dust and noise as typically found in those environments.

This job description is not designed to cover or contain a comprehensive listing of activities. Other duties, responsibilities and activities may change or be assigned at any time with or without notice.