

Account Manager

Looking for a GREAT place to work? Sackett-Waconia a diversified manufacturer of bulk material handling and blending systems. Our designs and engineering experience is unparalleled and have set the industry standard in reliability, performance and efficiency! **We are the premier leader in the world fertilizer industry.**

The Account Manager will develop and execute sales plans for fertilizer equipment sales in a specified region.

EXCELLENT BENEFITS! Salary commensurate with experience.

ESSENTIAL FUNCTIONS OF THE JOB:

- Work with existing and prospective customers to cultivate relationships and to close sales.
- Identify customer's needs and design through a needs assessment process.
- Present quotes, proposals and sales presentations.
- Travel for sales calls, inspections on existing equipment and presentations.
- Attend trade shows, support industry organizations.
- See projects through to completion as directed.
- Proactively assist project managers to find and work with trades onsite at projects.
- Support final project walk through or warranty visits when necessary.
- Identify new customers through understanding of the marketplace and industry trends.

REQUIRED KNOWLEDGE, SKILLS AND ABILITY:

- Previous sales experience in Agriculture, Engineering, Fertilizer Handling Equipment and/or Fertilizer Industries (5 years).
- Excellent verbal and written communication skills.
- Well-developed presentation skills.
- Ability to multi-task, prioritize and manage time effectively.
- Must be willing and able to travel per the requirements of the position.
- Major overnight travel required.
- Must be willing to make cold calls.
- Excellent customer relations skills.
- Ability to maintain a professional appearance.
- Must be willing to work as part of a team and within company procedures and processes.
- Proficiency in Microsoft Office tools (Word, Excel, PowerPoint and Outlook).
- Able to operate a vehicle. Must maintain a clean driving record and adhere to all requirements set forth by the company.
- The ability to climb stairs and ladders to reach work areas and be comfortable working at heights.
- Safety Awareness, ability to identify and correct conditions that affect safety for yourself and others.

- Wear appropriate PPE on job sites and customer locations.

EQUIPMENT/JOB LOCATION:

- Works primarily from a home office.
- Region includes: TBD
- Vehicle and mileage allowance per company policy.

QUALIFICATIONS:

- Clean driving record.
- Experience in the Agriculture or Fertilizer Industry.
- Understanding of engineering and a mechanical aptitude.
- Bachelor's degree in business, Agriculture or Engineering.
- Experience with Sales Force, AutoCAD and SolidWorks software.

PHYSICAL DEMANDS:

The physical demands described herein are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Sit for extended periods of time.
- To have hand and arm (or equivalent) dexterity adequate to allow for extensive use of a keyboard for data entry.
- To talk and hear with enough proficiency to allow for communicating with customers by phone or in person.
- To have adequate vision to accommodate frequent viewing of computer screens, print reports and customer account cards and ledgers.
- Adequate fitness level to climb multiple flights of stairs or ladders.

NON-DISCRIMINATION POLICY:

Sackett-Waconia will not discriminate against or harass any employee or applicant for employment because of race, color, creed, religion, national origin, sex, familial status, disability, age, marital status, genetic information, sexual orientation, or status with regard to public assistance.

(The examples given above are intended only as illustrations of various types of work performed and are not necessarily all-inclusive. This position description is subject to change as the needs of Sackett-Waconia and requirements of the position change. Sackett-Waconia reserves the right to change and/or eliminate any and all job duties as necessary. This position is subject to state drug and alcohol testing.)