

Sales Account Manager

Organization:



Analytical Sensors & Instruments, Ltd. (ASI)
12800 Park One Drive
Sugar Land, Texas 77478

Headquartered in the Houston area, ASI is a growing niche manufacturer of electrodes, analytical sensors and chemical solutions used in a variety of water testing applications. Customers include global distributors of laboratory supplies, leading OEMs of water testing devices and educational laboratories. Products are primarily private-labeled components manufactured and assembled to customer specifications at ASI's manufacturing sites in Texas and in China.

Job Location:

Sugar Land, Texas U.S.A.

Job Description:

The Sales Account Manager is a key function to the growth of our company. The ideal candidate is a highly motivated, technical, business-to-business (OEM) sales and account management professional with experience in laboratory and process analyzer technology sales – especially sensor technologies.

Duties include:

- Establishes productive, professional relationships with key personnel in assigned customer accounts.
- Coordinates the involvement of company personnel, including, support, service, manufacturing and management resources, in order to meet account performance objectives and customers' expectations.
- Meets assigned targets for profitable sales volume and strategic objectives in assigned accounts.
- Proactively leads a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones for a one to three-year period.
- Proactively assesses, clarifies, and validates customer needs on an ongoing basis.
- Leads solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel.
- Manages troubleshooting efforts for assigned accounts.
- Travel, as needed and approved, to trade shows, conferences and customer sites.

Requirements:

- 5+ years of experience in a progressive sales or account management position.
- College degree preferred.
- Chemistry or laboratory instrumentation experience preferred.
- Organized with able to manage and develop multiple accounts simultaneously.
- Excellent communication skills both written and oral.
- Professional appearance and experience.
- Familiar with sales cycle to develop leads and close sales.
- Ability to work independently and manage time effectively.
- Experienced with PC office application software (Word, Excel, Outlook).
- Ability to work independently.
- Experience with Solidworks and similar drawing software is preferred.
- Strong people management skills, especially in a multicultural company dynamic.
- Stable work history.

Date Position Available:

- Immediate.

Other Benefits:

- Medical, dental, and life insurance, 401k, profit sharing, company bonus, paid vacation.

Salary:

Dependent on experience, sales commission may be an available option.

Contact Information:

Apply on-line today by emailing your resume to: druane@asi-sensors.com