



Client Relationship Manager

RESCO Electronics is a highly regarded manufacturer and value-added reseller of cable harnesses, bar code equipment, and other electro-mechanical assemblies. The Company focuses on applications to OEMs in the medical equipment, defense, and industrial equipment industries. RESCO is now seeking a Client Relationship Manager to cover and help develop one of its sales territories.

A Client Relationship Manager is an outside sales position responsible for developing and maintaining relationships with RESCO's larger, more sophisticated corporate customers. Each CRM is a member of a sales team and charged with ensuring that the team fully understands and is effectively responding to its customers' needs. CRM's interact on a daily basis with decision makers at key accounts and are expected to be able to identify and develop new opportunities within these accounts.

If you are a fit for this position you must be able to effectively communicate with and influence customer engineering, procurement, quality, production, and management personnel. You must also be able to take ownership of sales opportunities and lead efforts to resolve the challenges faced by our customers. You will be able to quickly grasp our customer's business needs and priorities and apply that knowledge to develop winning solutions.

The position will require travel throughout the sales territory. Ideally the individual in this position will live in or near Baltimore. Qualified candidates should have experience in technical sales or technical sales support and should have a bachelor's degree, preferably in a technical field.

If you are interested in and believe that you are qualified for this position forward your resume to hr@rescoelectronics.com.