



## Account Manager II

### Position Summary

The Account Manager II is a key role within a cross functional Sales and Marketing Team. This role will be responsible for achieving customer satisfaction and growth oriented revenue and profit objectives for existing Key accounts through:

- Responsible for top line revenue growth, providing excellent customer service, proactive identification of opportunities and management of these through our sales process.
- Pricing and negotiation ensuring MCL's profit objectives are met and the value is commensurate with the price to our customers.
- Building long term partnerships within a diverse organization structure at our customers.
- Working directly with our customer's engineering, quality, and operations groups to identify solutions to their needs and aligning key technical resources internally to help support.
- Willing to support other needs within a cross functional, highly performing team environment.
- assist in the creation and execution of the MCL Marketing plan

*Typical account responsibility involves strategically managing a diverse group of customers with total annual revenue range between \$8.0MM and \$15.0MM*

### Education/Training

- Post High School education with study in Business, Sales, or Marketing preferred.
- Minimum 5-7 years of experience in customer facing sales and Account Management
- Miller Heiman Strategic and Conceptual Selling methodology preferred.

### Knowledge/Skills/Abilities

- Computer skills
  - MS Office – PowerPoint and Excel expertise a plus
  - Knowledge of ERP systems (SyteLine is a plus)
  - Workwise oncontact CRM
- Ability to create and deploy long term strategic plans, in collaboration with a team, recognizing and addressing emerging trends and future business opportunities.
- Ability to comprehend and communicate technical information and align technical experts as needed.
- Results Oriented – drives for results in order to improve top and bottom line performance; able to make timely and planned decisions appropriate to the circumstance or situation.
- Interpersonal Confidence – strong interpersonal skills, can effectively communicate and relate to all levels within and outside the organization; creates and builds positive personal and company brand.
- Oral/Written Communication – Knows how to present ideas effectively and persuasively; has a strong verbal presence; can convey concepts in a wide variety of forums.
- Integrity and Values – Can be trusted to act in a manner that meets MCL's Values

### **Travel Requirements**

- A valid and active driver's license required for this position. Travel will be at least 40% of the time

### **Physical Requirements**

- Be able to lift 10-25 lbs. for short periods

### **Materials and Equipment Utilized**

- Computers, projectors, printers, etc.

### **Working Environment:**

- 30% - Manufacturing environment internal to MCL and our OEM customer's manufacturing environment
- 70% Office – MCL office and OEM customer's office environment