

JOB DESCRIPTION

Position: Key Account Manager

Reports to: US Sales Manager

Mission:

Our Mission is to passionately provide high technology solutions in the Life Science Instrumentation marketplace to improve quality of life for everyone, everywhere.

Purpose:

The purpose of the Key Account Manager is to drive sales and continue to develop business with key customers. This is an opportunity for the right candidate to build a business, establish relationships that drive consistent repetitive revenue streams and to advance within an organization with steep growth initiatives.

Scope:

The Key Account Manager will develop and nurture relationships with current customers and build a portfolio of new clients within an established geographical region thru on-site visits and daily communication with the goal of solving business problems for OEM clients in the Life Science Instrumentation marketplace.

Key Responsibilities and Accountabilities

- Develop, nurture and grow relationships with the leading instrumentation OEMs in the scientific, life sciences and medical device markets to develop a strong pipeline and accurately forecast orders and revenue.
- Develop and execute a goal-driven regional Sales plan that delivers perennial sales growth.
- Set and deliver financial objectives by forecasting demand, preparing a budget, scheduling expenditures, analysing variances and initiating recovery plans.
- Collaborate with members of our sales team and applications engineers to develop and deliver winning technical solutions for our customers.
- Develop annual, quarterly and monthly new order and sales revenue goals
- Participate in new product development by identifying new products and services.
- Collaborate with marketing on new product launch and provide voice of customer.

Qualifications

- 3+ years technical sales experience selling highly-engineered components or products to OEMs.
- Previous management of a \$10M+ sales region
- Candidate can demonstrate a track record of delivering 20%+ year-over-year sales growth.
- Experience with managing a long sales cycle and driving the organization to meet the needs of the customers' engineering and supply chain organizations

- Experience negotiating and winning large OEM projects (> \$1 million + per project)
- Candidate has strong desire to grow professionally
- Minimum of Bachelor's degree in Engineering or Business
- Successful candidate will be a results-driven self-starter
- OEM industry experience preferred

Supervisory Responsibility

This position has no supervisory responsibilities.

Physical Demands

While performing the duties of this job, the employee is regularly required to talk and hear. This position requires the ability to occasionally lift office products and supplies, up to 20 pounds.

Position Type/Expected Hours of Work

Some flexibility in hours is allowed, but the employee must be available during the “core” work hours of 8:00 a.m. to 5:00 p.m. EST and must work 37.5 hours each week to maintain full-time status.

Travel

This position requires travel.

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.