



## **POSITION DESCRIPTION**

<b>JOB TITLE:</b> Technical Account Manager	<b>REPORTS TO:</b> SVP Sales and Marketing	
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### **PRIMARY JOB PURPOSE:**

Responsible for identifying, qualifying, capturing, and securing Rugged Power Supply opportunities within government and commercial markets; working closely with the Sales and Marketing team in converting new and existing business opportunities that are consistent with Acumentric's core competencies and revenue targets.

### **ESSENTIAL JOB FUNCTIONS:**

- Identify opportunities from cold calls, web leads, meetings and industry networking. Manage opportunities through the capture, product qualification, LRIP and FRP Phases.
- Work with appropriate client representative(s) to manage programs to successful achievement of gross margin levels by participating in the development and execution of pricing, administrative and operational strategies.
- Utilizing well developed listening and open ended questioning to uncover the client needs; focusing on solutions, and culminating in strong customer relationships.
- Must possess the technical and business acumen to be able to understand the customer's technical and business requirements and then guide them into a winning technical and business solution using Acumentrics' Products and services.
- Develop a network by identifying and nurturing key customer advocates, joining and attending local professional organizations and associations.
- Manages account-wide sales forecasting and opportunity reporting.
- Travel 10% to 20%

### **SKILL REQUIREMENTS:**

- Polished and articulate, able to effectively communicate with all levels of a corporation from engineering to executives.
- Persistent in pursuit of opportunities. Not discouraged by unresponsive prospects or obstacles, or rejection encountered when prospecting.
- Possesses ability to make confident and reasoned decisions in the execution of the Sales function including processes that affect every day work.
- Establishes and maintains an open, professional and efficient means of communication with all customers, both internal and external. Maintains an attitude of quickly responding to internal and external customer needs. Working to the work and not the clock.
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- Knows when and how to involve other departments and teams to ensure that exceptional support is being provided to the customer at all times.

### **SKILL REQUIREMENTS (cont.):**

- Displays the ability to work effectively and efficiently to achieve goals in a highly variable and often stressful business
- Interfaces with other departments and work effectively in formal and informal cross functional teams.
- Has ability to work with minimal supervision, prioritizing work flow on a daily basis and effectively planning and organizing work responsibilities.
- Continuously looks for opportunities to implement new innovative ways for driving revenue through solution sales activities.
- Takes a proactive approach to interpreting the customer's requirements and assisting in addressing the customer's needs while qualifying and advancing sales lead opportunities.
- Professional display and demonstration at all times in one's mode of speech, dress, and personal behavior.
- Excellent verbal, written, listening and speaking skills.

### **EXPERIENCE/EDUCATIONAL REQUIREMENTS**

A BS / BA in Business or Engineering field, and experience in business inside/outside sales preferred. The ideal candidate is familiar with power electronics and has sales experience in the military sector. Additionally, a working knowledge of ERP (Epicor is preferred), CRM ([salesforce.com](https://www.salesforce.com) is preferred) and experience working with outside reps is required. Past Military Service is considered a plus.