



SALES ACCOUNT MANAGER POSITION DESCRIPTION

Position Summary

This position has an outside sales focus of creating new customers, closing new sales and managing future sales with both new and existing customers.

The person in this position is responsible to carry out these essential functions in a manner which reflects the core values of Robotic Technical Support Services, Inc mission: To make a difference in the marketplace by providing Reliable, Respectful, and Responsible Engineering and Technical Services.

Essential Functions

- Sales.
- Create and pursue new sales with new customers while keeping up-to-date CRM records.
- Manage live opportunities with regular touch points, while keeping relevant up-to-date CRM records.
- Create project proposals in collaboration with the sales and engineering teams using RTSS standardized proposal tools and sales processes.
- Help grow and sustain healthy relationships between RTSS and its customers by having excellent communication and follow through, i.e. project reviews with customers.
- Use creativity in working with the RTSS team to develop new products and services.
- Help market and sell RTSS standard products and services to new and existing customers.

Work Environment and Personal/Professional Growth

- Reliably use clear and consistent communication internal and external to RTSS.
- Continue to grow as a professional through continued education, research and study, and interaction with other professionals.
- Operate at all times with the utmost of integrity and with loyalty to the RTSS team.

Physical Demands

This position may require walking, standing, or sitting for prolonged periods of time. It also requires the ability to focus on a computer screen for extended time.

The physical demands of this job include, but are not limited to, the ability to speak, hear, and see near and far as well as walking to use office and shop equipment, filing, bending, and potential lifting up to 30 pounds.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.



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Position Type/Expected Hours of Work

This is a full-time position. Days and hours of work are Monday through Friday, 8 a.m. to 5 p.m. Occasional evening and weekend work may be required as job duties demand.

Travel

The expected travel for this position is around 25% and the schedule is determined based on the account manager and customer availability.

Required Education and Experience

Experience in selling automation equipment or systems is required. Experience with Fanuc robots is preferred.

Work Authorization/Security Clearance

Authorization to work in the United States without sponsorship.

Salary

Salary and commission are dependent upon credentials and will be negotiated with job offer.

Title: Sales Account Manager

Classification: Exempt

Reports to: Sales Director

Robotic Technical Support Services

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