

Account Manager

Job Responsibilities

- Be aware of key performance indicator targets, individual performance targets, take ownership over them and use all available store resources to meet or exceed them.
- To ensure that the correct procedures are followed when estimating and processing jobs.
- Support sales through the effective provision of sales data, including the weekly recording of visit and action reports.
- Ensure company sales growth in recurring revenue through maintenance sales programs.
- Support operations teams in all the negotiations with customers in accordance with objectives (i.e., quantity, quality, cost, delay, etc.)
- Ensure the good running and follow-up of jobs sold.
- Client liaison – Build good relationships between Company and Customer.

Requirements

- Cold calling on customers.
- Developing and qualifying leads.
- Preparation and presentation of sales projects.
- Responsibility for the sales improvement in the area.
- Preparation of sales plan for the defined area.
- Market strategizing.
- Relationship development.
- Business development.
- Use of a CRM.
- 2-3 years' experience in the outside sales industry.

Education Requirements

- High School Diploma.
- Degree preferred in marketing, business, communication, etc., but not mandatory.

Conditions of Employment

- Ability to successfully pass a criminal background check.
- Ability to successfully pass pre-employment drug screen.

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