



## **Sales / Account Manager**

**Summary:** Manage all aspects of a customer relationship including new business development, support of current business, and ensure customer satisfaction.

### **Responsibilities:**

- Develop and provide relationship management with OEM customer base.
- Effectively listen to the voice of the customer and translate to the organization.
- Understand and present key technical features and product advantages.
- Negotiate contracts; understand costing and pricing methods and prepare RFPs.
- Demonstrate knowledge and principals of structured project management.
- Knowledgeable of the agricultural/construction market drivers and influences.

### **Requirements:**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Minimum five years experience in a technical/OEM sales role preferably in the vehicle or equipment markets.
- Bachelor's degree in technical field or business preferred.
- Excellent communication skills.
- Demonstrated ability to prepare and deliver professional presentations to diverse groups.
- Travel up to 20%-30% required.

We offer a base salary and unlimited upside potential based on new business development. Full benefits and travel covered. If you're looking for an exciting sales career with more apply today!

### **Adams Thermal Systems, Inc.**

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