

The Account Manager is responsible for the development and performance of sales activities within the company. They will utilize industry experience to drive sales at new accounts and quickly obtain new business.

- Generate bid and sales orders at existing and new customers by direct customer contact and prospecting

- Knowledge in the electronics/manufacturing field, a plus

- Conduct customer visits

- Formal management updated on weekly basis related to customer prospecting and strategic issue, via Salesforce/monthly sales meeting

- Evaluate, update and request marketing materials needed

- Informally update management through daily/weekly discussions as needed

- Travel to customer locations as needed

- Attend trade shows as necessary