

## Account Manager - Electrical Supply

Apply Now

Company: Kirby Risk

Location: Indianapolis

Category: other-general

### ELECTRICAL SUPPLY – ACCOUNT MANAGER COMMERCIAL CONSTRUCTION

Sales professionals – Do you desire the challenging but rewarding work of providing solid customer solutions? Are you personable, caring, with impeccable integrity? Do you have multiple years of **Contractor Sales Experience**? An ace at developing and maintaining solid business relationships?

*If so, this is your opportunity at Kirby Risk as an Account Manager—Construction in*

#### *What will I do as an Account Manager?*

**Meet or exceed sales goals** in an assigned territory

**Make strategic sales calls** in territory contractor customers

**Develop relationships** at all levels of the customer organization

**Uncover plans** for possible customer projects, expansion, or changes

**Analyze customers' needs** to facilitate training opportunities and product application

Lead or support sales meetings

***Want to know if you are a good fit? If so, you will meet the following criteria:***

**Develop and maintain qualified relationships with Vendor partners and Contractors in the Indianapolis market**

Solid Business Acumen

College coursework and/or equivalent 3 years relevant work experience (preferred)

**Technical experience with Switchgear** (Nice to have)

Be goal-oriented and self-directed, with excellent time management skills

Excellent organizational, interpersonal, and communication (verbal/written) skills

Experience with MS Office products (preferred)

Electrical Industry Experience a Plus, Sales Experience a Must

***What is the schedule?***

7 am – 4 pm, with regional travel (Central IN)

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Generated on: 2024-05-06 by Expertini.Com