

# United States Jobs Expertini®

## Key Account Manager (Remote)

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Company: IDEX Corporation

Location: United States

Category: other-general

If you're looking for a special place to build or grow your career, you've found it. Whether you're an experienced professional, a recent college graduate or somewhere in between, IDEX is a place where you can apply your existing skills and learn new ones in an environment where you can make an impact.

With interesting opportunities in engineering, marketing, sales, supply chain, operations, HR, finance, and more across more than 40 diverse businesses () around the globe, chances are, we have something special for you.

### **POSITION SUMMARY**

The Key Account Manager is responsible for identifying, developing, and growing customer strategic partnerships and relationships within target markets and applications. The role will work cross functionally with inside sales, product management, and engineering to develop and execute key account plans for existing key accounts (80s accounts) and target accounts (Target 80s) with the goal to effectively deliver our value proposition and identify OEM solutions for customer's applications. The Key Account Manager will be held accountable for account based sales growth on a monthly, quarterly, and annual basis. The qualified candidate must be passionate about customer intimacy, communication, and responsiveness.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

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, skills and or abilities required. Reasonable accommodations may be made to enable individuals with

disabilities to perform the essential functions.

Executes solution and vertical market strategies and activities in relationship to selecting target accounts, identifying buyer influences, overcoming objections, introducing and educating on Airtech solutions, making sales presentations and negotiating pricing.

Initiates sales process by establishing relationships, qualifying potential, introducing products and solutions, closing deals, and providing ongoing relationship management and support.

Screens potential opportunities by analyzing market strategies, deal requirements, overall potential (short term and long term), and financials; evaluates options; resolves internal priority conflict; recommends required investments.

Develops and executes Key Account Plans for each account to define the customer's business and market, how Airtech fits into their business / process, short term and long term actions necessary to satisfy and grow the account, and our full scale opportunity size to determine our current and future share of wallet.

Reviews sales performance continuously through monthly sales report analysis and CRM and drives action where necessary to maintain and grow sales.

Leverages learnings with existing key accounts to unlock opportunities with new accounts in similar markets and applications, consistent with Airtech strategic initiatives.

Ensure customer/application data capture to allow Airtech to be involved in the life cycle of our products

Responsible for serving as main point of contact Key Accounts and coordinating with the factory on necessary support.

Manages difficult or emotional customer situations with skill and tact while increasing the customers confidence in Airtech products.

Additional projects and duties as necessary.

#### **QUALIFICATIONS:**

Integrity, trust, and interpersonal savvy

Owner's Mindset - Customer oriented with an entrepreneurial spirit of supporting

customers.

Commercial Skills - Ability to build relationships with OEMs.

Technical Affinity – Ability to provide technical insight into Airtech product line and solutions offerings; familiarity with a variety of the field's concepts, practices, and procedures.

Developed presentation skills – Ability to interact with people at all levels and functions inside and outside the company.

Agility - Ability to perform on a strategic and tactical level.

Communication Skills - Must have strong interpersonal and customer relations skills as well as excellent written and verbal communication skills.

Teaming – Works effectively in a team environment; both with internal and external stakeholders

Organization – Ability to self-manage schedule, customer priorities, and travel to effectively support customer accounts and factory information needs. 10. Computer efficiency – Highly proficient in MS Office and CRM.

Ability to travel up to 50%.

## **EDUCATION and/or EXPERIENCE**

Bachelor's Degree, preferably in a technical field engineering, science or business, a combination of education and equivalent work experience working with industrial technical products; engineered equipment in Business to Business relationships.

3+ years of technical sales/applications, regional sales, business development, and / or key account management experience, preferably with an industrial manufacturing organization.

Vacuum or rotating industrial equipment experience preferred.

Experience in energy, food, medical, plastics, packaging or general industrial manufacturing markets preferred.

Airtech Group Inc. is an Equal Opportunity Employer M/F/D/V

Are you ready to join a different kind of company where our people, our culture, and our

commitments are centered around providing trusted solutions that improve lives around the world?

### **Total Rewards**

The compensation range for this position is \$91,800.00 - \$137,800.00, depending on experience. This position may be eligible for performance based bonus plan.

### **Benefits Package**

Our comprehensive U.S. benefit offerings include: Health benefits, 401(k) retirement savings program with company match, PTO, and more. More information on our benefits and rewards can be found on our career page:

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