

United States Jobs Expertini®

Strategic Accounts Sales Manager - Remote

[Apply Now](#)

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.

This could be a remote position with preference on candidates being physically located in Eastern or Central time zones.

PRIMARY FUNCTION:

Proactively identify and generate new sales leads through research, networking, and developing market maps to maximize new and existing Strategic Account orders and sales.

PRIMARY DUTIES AND RESPONSIBILITIES:

Meets or exceeds territory order commitments and sales revenue forecast as established by Business Line Director.

Partner with Strategic Account customers to obtain accurate monthly forecasting; partner with Operations to eliminate low volume customer SKU's and move to high volume parts and pumps.

Work with the Warren Rupp customer service to facilitate customer needs.

Build relationships with assigned account personnel across their organization.

Manage “project” activity in the assigned territory, including product offering, recommended pricing levels, and establish sales strategy while following company policies and objectives.

Executes business plan elements designed to meet or exceed annual product and service sales goals, and target account and market objectives.

Develop and implement strategies for displacement of competition at new and existing targeted accounts with the goal of increased market share and penetration.

Facilitate required training to customer personnel on products/applications, commercial issues, and company policies and operational procedures.

Support and participate in 80/20 actions on account portfolio.

Provide the company with new product and service ideas, market trends, territory market data, orders and sales growth strategies, and competitive intelligence.

Participate on New Product Development, marketing, and sales teams as required.

Participate in any trade organizations or trade shows that will help grow the business in the territory. Audit, attend or participate in trade shows

Coordinate and facilitate implementation of e-business initiatives with targeted accounts.

Continually develop personal sales skills via self-development courses, tapes, videos and books.

Other duties as assigned by Management

EDUCATION AND/OR EXPERIENCE REQUIREMENTS:

A four-year degree in one of the following: Business, Management, Marketing, Engineering, Industrial Technology

Minimum of five years' experience in technical sales; experience with industrial pumps preferred.

OTHER SPECIAL REQUIREMENTS:

Strong collaborator / team player

Self-motivated, organizational skills, planning skills, communications skills, (oral & written) presentation skills.

Selling and relationship skills.

Willingness to travel, including 50% overnight stay.

Formal presentation skills

COMPUTER SKILLS:

Proficient with Microsoft Office products including, but not limited to, Word, Power Point, Excel, and Outlook.

Experience with CRM a plus.

WORK ENVIRONMENT REQUIREMENTS:

Ability to move within office and manufacturing complex, write by hand and keyboard, and perform general office functions.

Ability to communicate by speech and hearing via phone and in person.

Visual acuity needed for close detail work and computer use.

General manufacturing, warehouse and office environment.

ORGANIZATIONAL RELATIONSHIPS

Must have the ability to effectively communicate with customers, suppliers, and all levels of corporate and company personnel.

Works closely with other unit field sales management, other IDEX Business Units, Customer Support Group, Applications and Product Engineering, Warranty & Repair, Information Systems, and Accounting

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 \$94,600.00 - \$141,800.00, 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:

[Apply Now](#)

Cross References and Citations:

1. [Strategic Accounts Sales Manager - Remote Jobdescriptionsample Jobs United States Jobdescriptionsample ↗](#)
2. [Strategic Accounts Sales Manager - Remote Jobspro Jobs United States Jobspro ↗](#)
3. [Strategic Accounts Sales Manager - Remote Searcheruropeanjobs Jobs United States Searcheruropeanjobs ↗](#)
4. [Strategic Accounts Sales Manager - Remote PandajobsJobs United States Pandajobs ↗](#)
5. [Strategic Accounts Sales Manager - Remote Journalistjobs Jobs United States Journalistjobs ↗](#)
6. [Strategic Accounts Sales Manager - Remote Barcelonajobs Jobs United States Barcelonajobs ↗](#)
7. [Strategic Accounts Sales Manager - Remote Doctorjobsnearme Jobs United States Doctorjobsnearme ↗](#)
8. [Strategic Accounts Sales Manager - Remote ArchaeologyjobsJobs United States Archaeologyjobs ↗](#)
9. [Strategic Accounts Sales Manager - Remote PathologistsjobsJobs United States Pathologistsjobs ↗](#)
10. [Strategic Accounts Sales Manager - Remote SupplychainjobsJobs United States Supplychainjobs ↗](#)
11. [Strategic Accounts Sales Manager - Remote Free-job-alerts Jobs United States Free-job-alerts ↗](#)
12. [Strategic Accounts Sales Manager - Remote Gurujobs Jobs United States Gurujobs ↗](#)

13. Strategic Accounts Sales Manager - Remote [TransportationjobsJobs United States Transportationjobs](#)
14. Strategic Accounts Sales Manager - Remote [Governmentjobsnearme Jobs United StatesGovernmentjobsnearme](#)
15. Strategic Accounts Sales Manager - Remote [Singaporejobs Jobs United States Singaporejobs](#)
16. Strategic Accounts Sales Manager - Remote [Kazakhstanjobs Jobs United States Kazakhstanjobs](#)
17. Strategic Accounts Sales Manager - Remote [SupervisorjobsJobs United States Supervisorjobs](#)
18. Strategic Accounts Sales Manager - Remote [Musicjobs Jobs United States Musicjobs](#)
19. Strategic accounts sales manager - remote [Jobs United states](#)
20. AMP Version of Strategic accounts sales manager - remote [Jobs United states](#)
21. Strategic accounts sales manager - remote [United states Jobs](#)
22. Strategic accounts sales manager - remote [Jobs United states](#)
23. Strategic accounts sales manager - remote [Job Search](#)
24. Strategic accounts sales manager - remote [Search](#)
25. Strategic accounts sales manager - remote [Find Jobs](#)

Source<https://us.expertini.com/jobs/job/strategic-accounts-sales-manager-remote-united-states-idex-corporation-00246f8046/>

Generated on: 2024-05-01 by [Expertini.Com](#)