



Account Manager



Date: 5/17/2017

Location: Elgin, IL USA

Department: Sales

Job type: Full-time, Salary + Commission

Company Overview

Newhaven Display is a leading global display company that produces electronic display products for a wide variety of markets and applications. Our products include cutting edge LCD, VFD and OLED technologies.

Benefits

At Newhaven Display, you are empowered to create a career that will take you to where you want to go. Here, you'll enjoy the freedom to explore new projects, the support to think outside the box and the advanced tools and technology that foster innovation and achievement. We offer an excellent working environment, compensation and benefits package including paid time off, medical, profit-sharing, business casual environment, and advancement opportunities within the company.

About the Job

We are seeking a unique individual for this newly created sales position. Is going the extra mile part of your life philosophy? Do you thrive in a fast-paced, constantly adapting environment? Do you pride yourself on solving problems, finding solutions and taking care of our customers and prospects? We are seeking a highly motivated and energetic individual with a love for sales and building customer relationships. There are terrific growth opportunities as Newhaven Display is expanding rapidly. Will you "Own" your position? Excellent training program provided.

Responsibilities

Maintain existing and developing new customers through individual account support. This includes, but is not limited to:

- Develop and maintain strong relationships with prospects, customer and team members
- Deliver on monthly sales goals
- Maintain a computerized customer and prospect database
- Expand existing accounts and grow repeat business by developing relationships with the customers
- Maintain an ongoing connection to support orders, resolve conflicts and develop future business
- Maintain accurate forecasts and provide the Global Sales Manager with regular updates related to ongoing opportunities and projects, competitive analysis, market trends and territory opportunity
- Cultivate new qualified sales prospects
- Treat all customers and prospects with the utmost respect. Keep them smiling :-)

Requirements

- Associates degree or higher
- Technical sales experience a plus
- 1-3 years of prior sales in B2B environment desired, or technical retail sales experience
- Experience in phone and email customer contact in B2B environment highly desirable
- Impeccable verbal & written communication skills; Excellent listening skills
- Ability to use MS Office, particularly Excel and Word, internet and email (Outlook)
- Display and encourage a positive attitude is a MUST
- Self-Motivated, entrepreneurial mindset with a self-starter drive
- Organized and detail oriented
- High level of professionalism
- Willing to travel on occasion (key accounts, trade shows) <10%
- Is not hesitant to make calls and to meet customers or prospects eye-to-eye
- Has a strong competitive side to be the best
- Has determination and confidence
- Coachable and willing to learn
- Is not afraid to express his/her opinions on how to make the position better with the Sales Manager
- Must be able to work independently and not be afraid to "push the envelope"
- Strong work ethic and a passion for technology, people and processes
- Is NEVER satisfied with their sales results, always wanting more!