



Senior Combustion Sales Account Manager

Employer

Webster Combustion
619 Industrial Blvd,
Winfield, KS 67156

Job Details

Job Location: Winfield

Job Status: Hourly

Schedule: Full-Time

Salary Range: N/A

We are seeking a dynamic and results-driven Sales Account Manager to join our team. The Sales Account Manager will be responsible for managing a portfolio of clients, nurturing existing relationships, and driving revenue growth through upselling and cross-selling opportunities. The ideal candidate will possess excellent communication and negotiation skills, a strong business acumen, and a proven track record of exceeding sales targets.

Responsibilities

- Develop and maintain strong relationships with existing clients, understanding their business needs and objectives.
- Serve as the main point of contact for client inquiries, concerns, and escalations, ensuring timely and effective resolution.
- Identify upselling and cross-selling opportunities within the client portfolio to maximize revenue and profitability.
- Collaborate with internal teams such as marketing, product development, and customer support to ensure client satisfaction and success.
- Conduct regular business reviews with clients to review performance metrics, address challenges, and identify opportunities for improvement.
- Stay updated on industry trends, competitor activities, and market developments to identify potential new business opportunities.
- Prepare and present sales proposals, contracts, and pricing strategies to clients in alignment with company objectives and policies.
- Achieve and exceed sales targets and performance metrics, including revenue goals, client retention rates, and customer satisfaction scores.
- Maintain accurate records of client interactions, sales activities, and revenue forecasts.

- Continuously seek ways to enhance the client experience and add value to their business through proactive communication and strategic recommendations.

Requirements

- High School Diploma required. Bachelor's degree in Business Administration, Marketing, Sales, or related field is preferred, however, qualified candidates without a degree may apply.
- Proven track record of success in sales and account management roles.
- Excellent communication and interpersonal skills, with the ability to build rapport and establish trust with clients.
- Strong negotiation and persuasion skills, with a focus on driving mutually beneficial outcomes.
- Strategic thinking and problem-solving abilities, with a results-oriented mindset.
- Ability to work independently and as part of a team in a fast-paced, dynamic environment.
- Proficiency in Microsoft Office suite.
- Knowledge of industry-specific regulations, trends, and best practices is a plus.
- Travel for client meetings and industry events required – 40%
- Professional demeanor and a commitment to ethical conduct in all business dealings.

The Sales Account Manager plays a critical role in driving revenue growth and fostering long-term client relationships. If you are a motivated and customer-focused individual with a passion for sales, we invite you to apply and join our team.

This Job Description is a guide to the critical duties and essential functions of the Job, not an all-inclusive list of responsibilities, qualifications, physical demands and work environment conditions. Job descriptions are reviewed and revised to meet the changing needs of the company at the sole discretion of management.

Application Instructions:

Apply in person at 619 Industrial Road.

- 1) Enter main door
- 2) Complete application
- 3) Ask to speak to HR