

AIRMATIC INC, Malvern, PA 19355, is an industry-leading, New England and Middle Atlantic States Distributor, Fabricator and Installer of Bulk Material Handling Equipment used in the Manufacturing, Mining, Construction and Aggregate Industries. We are recruiting a mechanically inclined, technically proficient sales professional of exceptional ability for an opportunity with uncommon personal and financial growth potential. We have an opening for a Field Sales Account Manager and need a motivated, results-oriented professional who can make an impact on our Company by growing product sales and service work at established accounts, and qualifying and closing sales at prospects in our target markets: Industries that convey, store, transport, and process powders and bulk solids. Our Winner will work in a forward looking Company with smart, hard-working co-workers who are driven to exceed Customer expectations. This opportunity is open for multiple Account Base territories including New Jersey, Pennsylvania, and New England.

RESPONSIBILITIES:

- Grow AIRMATIC's revenue and profitability with assigned existing accounts
- Develop a sales pipeline using field-call relationship building, telephone and e-mail prospecting, and personal and social networking to identify new business at current Customers and to engage Prospects
- Qualify Prospects and provide accurate sales pipeline reporting
- Manage activities and opportunities through all stages of the Customer life-cycle using our CRM Software
- Consistently meet or exceed sales goals and objectives
- Provide input to sales and marketing management based on Customer and Prospect feedback

POSITION REQUIREMENTS:

- Ability to understand and apply mechanical concepts and principles
- Ability and work ethic to succeed as a professional and successful Account Manager
- Highly motivated with focused ambition and drive
- Overnight travel based on Customer and Company needs (1-2 nights/week)
- Type ≥ 50-wpm; CRM software-use mandatory
- Ability to develop business relationships at the decision-making level
- Background in Industrial/Mechanical products
- Demonstrable track record of success which includes consistent achievement of goals / targets
- Excellent written, verbal, listening, and social skills
- Desire and ability to work in a company culture that rewards sound judgment, honesty, passion and hard work

APPROPRIATE SKILLS, ATTRIBUTES, AND INTERESTS:

- Become an eager student of the AIRMATIC sponsored SANDLER SYSTEMS professional selling process
- Recognize the importance of industrial equipment sales in helping the world work
- Demonstrate expertise in problem solving
- Place value on process-oriented thinking and behaviors
- Possess a Bachelor's Degree in Marketing or a Technical discipline; a Mechanical or Civil Engineering Degree is a plus. Recent college graduates are encouraged to apply.
- Embrace a culture that values Cathedral Builders – not Bricklayers

AIRMATIC provides ongoing product training, sales training and coaching from our nationally recognized professional sales-process partner, and ongoing business skills training, marketing and sales support and coaching and mentoring to help elevate both our Associates and our Company.

COMPENSATION:

Compensation package includes an initial base salary commensurate with experience, commission program, and bonus opportunities. In addition to a company car and expenses, the Company offers a comprehensive benefits package including a 401(k) Plan and Profit Sharing.

AIRMATIC HIRING PROCESS:

Qualified Applicants are invited to submit a resume (with a personalized cover letter is a plus). Qualified Candidates who meet key criteria and appear to be a good fit will be notified by email of our interest, and will be prompted to complete an inventory of assessments including: Sales Aptitude, Mechanical Aptitude, Cognitive Ability, Critical Thinking, and Typing Proficiency Tests. Success in this stage of the process will move Candidates to a Telephone Interview by our Sales Director followed by an In-Person Interview by our Hiring Team. A screening service company is used to validate the information provided.

ABOUT OUR COMPANY:

AIRMATIC is a fourth generation, woman-owned company founded in 1944. To learn more, visit us at <http://www.airmatic.com/company-overview-html/>.

Note: AIRMATIC Facilities are non-smoking and the Company makes no accommodations for smokers.