

AIRMATIC Malvern, PA, is an industry-leading Supplier of mechanical products and services to the Industrial Construction, Manufacturing and Utility Markets. We are recruiting technically inclined, results-oriented professionals who can make an impact on our Company by: Developing opportunities for the sales team primarily through outbound calling into targeted companies and territories; Executing follow-up on marketing activities such as eblasts, direct mail, promotions, etc.; Serving as initial point of contact with prospects and being responsible for identifying and pre-qualifying new business opportunities for next step phone/field meetings by others in the sales process. These activities will be focused on our target markets: Industries that convey, store, transport, and process powders and bulk solids. Our new Account Development Representative will join a Team of smart, hard-working co-workers who are driven to exceed Customer expectations. This Malvern-based opportunity can require some flexible work scheduling based on campaigns and initiatives across four (4) US time zones.

RESPONSIBILITIES:

- Call/Prospect on plant managers, production, maintenance, engineering, safety and purchasing personnel (50 to 70+ dials per day)
- Initiate relationship development, uncover pain/gain points with questioning strategies, and schedule phone/field meetings for Account/Product/Managers with Customer/Prospect decision makers
- Learn and develop knowledge of the theory, operation and maintenance of the Company's products and services, and the strengths and weaknesses of competitor's products and service offerings
- Develop and document prospecting plans, strategies and techniques that use phone, email, linked-in, data analytics, etc.
- Participate in researching companies and contacts to develop effective messaging and gathering of data and customer feedback
- Plan, execute and report on daily, weekly, monthly activity (outcomes/next steps) and metrics using our CRM Software
- Consistently meet or exceed goals and objectives
- Provide input to sales and marketing management based on Customer and Prospect feedback

POSITION REQUIREMENTS:

- Desire, ability and work ethic to make dozens of calls per day – Day-in, Day-out
- Ability and work ethic to succeed as a professional and successful Account Development Representative
- Highly motivated with focused ambition and drive
- Ability to understand mechanical concepts and principles
- Flexible work schedule when required for campaigns and initiatives across four (4) US time zones.
- Type ≥ 55-wpm real time; CRM software-use mandatory
- Computer literacy: CRM software, Intranet (MS Office Suite); Internet (use of search engines) and other AIRMATIC software programs as required
- 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:

- Highly focused on learning and development
- Highly resilient and receptive to feedback with a willingness to embrace continuous improvement where "no" and other challenges are not setbacks, but are viewed as opportunities
- Demonstrate expertise in problem solving
- Place value on process-oriented thinking and behaviors
- Possess proficiency in Marketing or a Technical/Mechanical experience; Recent college graduates are encouraged to apply.
- Embrace a culture that values Cathedral Builders – not Bricklayers

AIRMATIC provides product training, sales process 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.

HOURS & COMPENSATION:

- Hours: 8:30 – 5:00 PM Monday thru Friday; Flexible work schedule may be required based on campaigns and initiatives across four (4) US time zones
- Salary: Initial base of \$45K with incentive and bonus programs
- Benefits: Comprehensive benefits package including Medical, Dental, Vision, Life Insurance; Flex Benefits Plan; 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 AIRMATIC:

AIRMATIC is a fourth generation, woman-owned company founded in 1944.

To learn more, visit us at <http://www.airmatic.com/company-overview-html/>.