

Account Manager

Job Title:	Account Manager	Position Type	Full Time
Location:	Pacific Northwest	Travel Required:	Yes
Resumes Accepted By:			
Fax or E-mail: (760) 741-7269 or careers@automationgt.com Please include [Account Manager – Pacific Northwest Position] in the subject line.			
About Automation GT			

Automation GT has open positions on our team for new Account Managers. We are looking for applicants who are dynamic, driven self-starters and are motivated to sell our custom manufacturing, assembly, testing, and inspection machinery and engineering services. Work will be done largely from your home office, but may involve travel to our main office in Carlsbad, CA and to customer locations. We are seeking candidates to represent our business in the Pacific Northwest based in the greater Seattle, Tacoma, or Portland areas.

Founded in 2002 in Southern California, Automation GT is an innovative company focused on the design and construction of custom automated machinery and systems. We employ professionals with a range of skills and qualifications, which allows us to approach every aspect of machine design, engineering, assembly, customer service, marketing, and sales on an in-house basis.

While at Automation GT, you will be able to put your skills towards the creation of machines that have real positive impact on the lives of many people. We have done extensive work in the design and manufacture of automation machinery for the biotechnology, life science, pharmaceutical, and medical device industries. However, we do not limit ourselves to any particular project type, and are interested in all applications of advanced automation technology.

At Automation GT, we hold three core values as the heart of our company culture:

- We are committed to making decisions based on data and the scientific method.
- We are committed to prioritizing customer satisfaction in all that we do, which often involves thinking ahead and anticipating what they will need.
- We are committed to ensuring the job satisfaction of our employees and will work with you to ensure that you are finding plenty of opportunities to grow and find fulfillment.

We offer staff members a compelling package, which includes competitive base pay and bonus opportunities, superior benefits, an outstanding work environment, and opportunities for career development. Through these comprehensive offerings, every individual has the chance to achieve significant growth, both financially and professionally.

Job Description

Field-based sales position with regular travel to corporate HQ in Carlsbad (San Diego area) and customer sites within the territory. Occasional travel to trade shows, key accounts, and other events outside of the territory including the possibility for international locations. Daily activities to include prospecting for sales opportunities, conducting sales calls, developing and presenting proposals, maintaining a CRM database and sales funnel, and attending internal meetings or calls with project management/engineering and service teams as needed to ensure customer satisfaction. Responsible for developing technical solutions with engineering and ensuring profitability of sales. Thorough knowledge of your territory, key accounts, and key personnel within accounts required. Development of a sound business plan that balances prospecting, qualifying, developing, and closing activities will be key. Performance will be measured on achievement of quarterly sales targets, maintenance of a healthy sales funnel, and breadth of account knowledge. Reports to Director of Sales.

Key Behaviors and Knowledge:

- Solution oriented, uncovers needs and requirements—both acute and unrealized—and crafts solutions
- Collaborative, works well internally and externally with multiple stakeholders, often in a matrix environment
- Manages expectations of customers and colleagues to promote realistic, positive outcomes
- Places proper weight on urgency on projects as appropriate, takes initiative, and owns tasks and responsibilities
- Continually seeks to improve skill set and knowledge base, seeks out coaches and mentors
- Listens attentively, documents conversations, notes action items, and always follows up
- Demonstrated track record in identifying prospects and turning them into clients
- Strong negotiation and closing skills
- Basic knowledge of automated assembly and testing systems
- Understanding of different life science segments and key customer drivers in each
- Specific knowledge of automation and robotics components and best practices a plus
- Accounts and contact points, account structures, or key account knowledge preferred
- CRM database usage and best practices
- Territory and account sales planning
- Sales opportunity forecasting

Experience, Skills & Education:

- BS degree in a scientific discipline
- Formal sales training required
- Complex sales and/or key account management training preferred
- Excellent presentation skills
- Office software and computer knowledge (Windows, Excel, PowerPoint, Word, Outlook)
- 2 years of prior technology sales experience required