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Key Account Manager

Employer

Webster Combustion
619 Industrial Blvd,
Winfield, KS 67156

Job Details

Job Location: Winfield

Job Status: Hourly

Schedule: Full-Time

Salary Range: \$30,000-60,000 per year

We are growing! - Come be part of our story!

In search of an experienced, customer driven, creative Sales professional, who will be owning the front-end commercial sales of the assigned territory/accounts. Your primary focus is to build win-win value propositions and create business opportunities, by building close relationships with customers, understanding customer strategies/priorities and anticipate customer needs.

Responsibilities

- Complete in-house training on company products and capabilities as required
- Complete training with specialized vendors and partners, either on-line or in person, as required
- Receive and analyze customer requests and customer
- Prepare quotations for products and assist in determining requirements and customer
- Enter orders for combustion products and coordinate scheduling with customer
- Assist and coordinate with engineering department to ensure customer requirements and expectations are
- Understand and promote Webster products and advantages
- Coordinates with the customer, drafting, purchasing, manufacturing and others
- Maintain customer liaison and communications within the scope of the Department's objectives
- Compile monthly reports as required and instructed
- Conduct sales and application training with Representative and OEM customers as required

- Assist with Representative and OEM price book updates
- Travel is occasionally required for trade shows, training, and other sales events

Requirements

- College Degree
- Proficient with Microsoft office products
- Proficient knowledge of customer service, standard office practices and procedures
- Mechanical aptitude is a must
- Outstanding communication skills, both written and verbal
- Strong people skills, works well with others

The job is performed indoors in a traditional office setting at a workstation with a telephone, headset, and computer. Activities include extended periods of sitting and extensive work at a computer monitor and phone.

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

Or visit the link: <https://webstercombustion.isolvedhire.com/jobs/1373607>