



## **ACCOUNT MANAGEMENT SPECIALIST – THERMOSET**

### **Summary of Position:**

The primary responsibilities of this role are to assist with the management of smaller customers, distribution and target prospecting to drive share. Must be comfortable making dozens of calls per day to develop sales opportunities through researching and identifying potential accounts; soliciting new accounts; building rapport; understanding customer requirements, providing technical information and closing sales. Routing qualified opportunities to the appropriate sales manager for further development and closure. Secondary responsibility includes the creation and maintenance of a detailed territory worth for the Americas and working with the Territory Sales Managers, Market Development Manager and Business Director to develop strategies for share gain.

### **Qualifications:**

- Bachelor's degree in related field; technical degree preferred such as chemistry, biology, engineering. B.A. or B.S. required
- Inside sales experience a plus
- Strong phone presence and comfortable with dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Experience working with Salesforce.com or similar CRM is preferred
- Strong computer skills required; MS Office – Excel and PowerPoint
- SAP experience preferred
- Excellent written and verbal communication skills
- Self-motivated and with a strong initiative to take on additional responsibilities
- Excellent teamwork skills
- Ability to influence cross-functional teams without formal authority
- Customer market and process knowledge preferred.
- Project Management
- Strong interpersonal and organizational skills
- Technical/product knowledge
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively

### **Major Areas of Responsibility:**

- Assist with management of smaller customers and distribution
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements

- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales
- Tracking monthly and quarterly performance and sales metrics
- Research accounts, identify key players and generate interest
- Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client
- Maintain and expand our database of prospects
- Team with channel partners to build pipeline and close sales
- Development and management of territory wealth
- Define and implement share gain strategies
- Product Selection
- Be an expert with respect to the competition
- Act as a leader within the company

**Measure of Performance and Accountability:**

- Annual Goals aligned with Company initiatives
- Ability to manage multiple priorities and meet project deadlines

**Major Interfaces:**

- Market Development Manager – Thermoset Americas
- Business Director – Thermoset Americas
- Territory Sales Managers
- Technical Service Manager – Thermoset Americas
- Technical Service Representatives
- Customer Service

Please forward resume to [HR.America@chromaflo.com](mailto:HR.America@chromaflo.com) with “Account Management Specialist – Thermoset” in the subject line.

---

**Chromaflo Technologies Corp**

2600 Michigan Ave  
P. O. Box 816  
Ashtabula, Ohio 44005-0816

Phone: 440-997-5137  
Fax: 440-992-3613  
Order Service: 800-776-3329

[www.chromaflo.com](http://www.chromaflo.com)

