



AcuTemp Thermal Systems

2900 Dryden Road

Dayton, OH 45439

937.312.0114

Fax: 937.312.1277

STRATEGIC ACCOUNT SALES MANAGERS – MIDWEST, EAST & WEST COASTS ID Number: 107-6200

We are a growing, dynamic company with three Strategic Account Manager openings across the US. The Strategic Account Sales Managers will develop and retain customer relationships; market and drive AcuTemp products and services to appropriate industries; prospect, qualify and close new accounts.

Key responsibilities include:

- Achieve revenue objectives.
- Prospect and identify potential customers.
- Clarify and qualify opportunities; develop proposals and make formal presentations to potential clients.
- Maintain and service accounts; foster relationships to retain business; coordinate meetings with AcuTemp executive management, as necessary.
- Assist in coordination and set-up of trade shows; represent AcuTemp at trade shows.
- Maintain and communicate market knowledge; e.g., changes in marketplace, competitive activity, etc.

Requirements:

- Successful selling experience in selling tangible value added solutions, preferably in the pharmaceutical and/or cold chain logistics industry
- Consistent and verifiable track record for over-achieving sales quotas
- Successful experience in winning new customers
- Knowledge of medical, pharmaceutical, chemical, packaging, or military marketplaces is a plus
- Ability to build excellent relationships with customers and internal team members
- Outstanding written and oral communication
- Strong analytical thinking and reasoning skills
- Goal orientated, highly enthusiastic, dedicated to excellence and biased toward action
- BS/BA degree in Business or Engineering, MBA beneficial
- Possess a valid US driver's license, passport
- Currently living in the East Coast region, preferably the Philadelphia, New Jersey area
- Domestic and international travel (50%+)
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We are committed to selecting the best people for our positions and helping them develop the job skills to realize their full potential. We offer a competitive salary and benefit package. Please email your resume to:

resume@acutemp.com

or

fax or mail your resume to:

AcuTemp Thermal Systems

Attn: Strategic Account Managers

2900 Dryden Road - Dayton, OH 45439

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