



Account Manager Industrial Enclosure Department

Please apply online on our career page at: www.huimfg.com

Position Summary:

The Account Manager is responsible for managing existing customers and finding new customers for HUI's Industrial Business. To achieve this, the individual must be able to develop the necessary relationships, strategize an approach, identify the different decision makers, and utilize various resources at HUI to grow the customer. To ensure a continuous, on-going flow of new opportunities, this individual needs to develop strong relationships and identify key decision makers who might benefit from HUI's strategic position. Success in this role requires maintaining strong energy and passion for growing and managing customer relationships, leveraging available resources like coaching, and finding innovative approaches to sustain momentum when progress slows.

Responsibilities:

- Execute sales strategies
- Negotiating contracts, agreements and pricing
- Develop and cultivate new opportunities
- Devise approach strategies
- Cultivate relationships
- Utilize Strategic Selling techniques
- Weekly Trip Reports, Sales Pipelines and Gap Analysis Measure Updates
- Blue Sheet Documentation,
- Leverage existing HUI resources
- Develop production and Inventory Contracts
- Finalize Pricing and Terms
- Provide market or customer feedback to, IBD, MBD, and/or the Leadership Team

Education/Training:

- Educational Requirements: Associates Degree is preferred

Knowledge/Skills/Abilities:

- Reading and understanding contracts
- Must be proficient with Microsoft Word, Power Point, Excel,
- Technical Computer Skills: such as Social Media through LinkedIn or other Professional platforms
- Excellent interpersonal communication skills
- 5%-10% overnight travel

Benefits

- Medical, Dental, Vision Insurance- eligible 1st of the month after just 30 days of employment
- Paid holidays - eligible day 1
- Paid time off - eligible after 90 days
- Short-term and Long-term Disability
- Clean, air-conditioned production facility
- On-site fitness center
- Attendance, Quality, and Referral Bonuses

HUI Manufacturing is an Equal Opportunity Employer. We do not discriminate on the basis of age, disability, sex, race, religion or belief, gender reassignment, marriage/civil partnership, pregnancy/maternity, or sexual orientation.