

## **Sales Account Manager (North Eastern US territory)**

Britz & Company is the innovation leader in housing and animal care equipment for the laboratory animal science industry. For over three decades, we have designed, manufactured, installed and serviced a comprehensive line of animal housing systems and animal care products for laboratory animal science and the biomedical research industries. We do business worldwide and more information can be found at <http://www.britzco.com/about>.

### **GENERAL SUMMARY**

Achieves maximum sales profitability, growth and account penetration within North Eastern region of the Continental United States by effectively selling the company's products and/or related services. Establishes and maintains long term relationships with contacts to secure business. Compensation will be a base pay plus commission.

### **CORE FUNCTIONS:**

- Promotes/sells/secures orders from existing and prospective customers through a relationship-based and consultative/problem solving selling approach.
- Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs.

### **DETAILS OF FUNCTION:**

- Establishes, develops and maintains business relationships with customers and in the assigned territory/market segment.
- Leverages communication, social media and travel to develop and engage customers.
- Regularly prospects for new customers and opportunities.
- Qualifies opportunities and develops quote requests.
- Expedites and assists in resolution of customer issues.
- Coordinates with other departments to deliver an exceptional customer experience.
- Regularly quantifies territory opportunities and value.
- Understands competition offerings and supports customer's evaluation of the company's value proposition.
- Plans and organizes territorial sales travel.
- Regularly reports to Management and Company.
- Maintains Customer and Opportunity database for assigned territory.
- Develops and Maintains keen understanding of company's products, services and capabilities and understands how to apply them to provide excellent solutions.
- Participates in trade shows and conventions.

## QUALIFICATIONS:

- Must possess a minimum of 5 years sales experience
- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach).
- Must be results-orientated and able to work both independently and within a team environment.
- Must be able to read, write and speak English effectively.
- Must possess excellent verbal and written communication skills
- Must pass a valid drug test.
- Must obtain/possess a valid state Drive License and US passport.
- Must possess initiative, be self-driven, and have a strong work ethic.
- Problem-solving and analytical skills are required.
- Proficiency in using Sales Force and contact management software.
- Prior experience in the laboratory animal research field is very helpful.
- Hands on mechanical aptitude is a real plus.
- Must reside and be able to travel regularly in territory.
- Please send resume to Tamera Britz at [tkbritz@britzco.com](mailto:tkbritz@britzco.com) and fill out an application on our website at <http://britzco.com/employment/>

Thank you!