

## **Sales Account Manager – IT Asset Disposition/Electronics Recycling**

IMS Electronics Recycling – Vancouver, WA and Decatur, GA

**Please visit our Company:** IMS Electronics [www.imselectronics.com](http://www.imselectronics.com) is a nationwide provider of recycling and asset management services for a broad range of materials. We service OEM, CEM, Small/Large business and Governmental agencies. IMS Electronics is a part of CP Global [www.cpglobalcompanies.com](http://www.cpglobalcompanies.com) and we provide solutions for the recycling industry internationally.

**We are excited to be searching for an experienced, energetic, self-starter and creative sales professionals.**

**If you have 5-7 years of high-level strategic account sales experience within Fortune 500 companies in IT Asset Disposition/Electronics Recycling sales and a demonstrated understanding of the sales process, PLEASE read on!**

### **General Summary**

The Sales Account Manager will develop and execute sales plan to grow new business and increase customer sales revenues. Work hand in hand with Business Development Manager to grow current and new customers This includes establishing strong relationships with customers and understanding their needs. Generate interest for products or services in person and over the telephone. Interact with customers to provide information in response to inquiries about products and services and to handle and resolve complaints. Manage and maintain customer records and activity with current and new potential customers in operation database (CRM) customer relationship database (Sales Pipeline), and manage unique account management reporting requirements established by department manager.

### **Essential Job Functions**

- Introduce products and services; explain pricing structure, and answer questions from existing customer and new potential customers.
- Maintain computerized customer and prospect database by obtaining and entering customer contact, opportunity profile and other key information into CRM.
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- Develop and prepare sales tactics and materials that articulate IMSE products and services, in a manner that persuades potential customers to purchase a product or services.
- Account management objectives-develop and deploy relationship management tactics with key customer contacts; obtain names of other influencers, decision makers, and approvers within account. Responsible for determining next action and executing.
- Identify and record within the company CRM system current sales stage and various sales tactics of the opportunities within each phase of the customer defined decision making process.

- Adjust sales scripts and messaging to better target the needs and interests of specific individuals and customer needs. Communicate effectively with IMSE management and customer's management based on tactical level issues. React to customer requirements outside of standard products and services offered by company when warranted by profiling needs and requirements and effectively working these objectives with Product Line, or Executive Management for resolution.
- Identify and suggest process improvements as necessary to maintain high-quality, efficient processes across all tasks.
- Provide mentoring to other team members in areas of unique knowledge and other supporting team initiatives.
- Other job-related tasks as assigned.
- Travel as required to meet new business objectives and as directed by departmental manager.

### **Knowledge, Skills, Abilities**

- Knowledge of principles and methods for showing, promoting, and selling services, including marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.
- Knowledge of principles and processes for providing customer service, including customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- Advance user expertise of customer relationship database (CRM).
- Must have good working knowledge of Microsoft Excel, Word, Power Point and Outlook; Microsoft Access a plus.
- Excellent written and verbal communication skills.
- Ability to modify message delivery to meet varying needs of customers.
- Ability to organize and manage time, predicting and meeting changing demands as necessary.
- Travel requirements:

### **Education and Experience**

Four-year degree preferred. Minimum of five years of experience in high level outside sales.

### **Organizational Relationships**

The Sales Account Manager works closely with V.P of Operations, General Managers, and finance.

Relaxed environment, IMS Electronics Recycling offers competitive wages, paid holidays vacation time and full benefits package. Applicants must pass background check and drug test.

**Salary**

**\$40k - \$60k (DOE)**

**Commission opportunity**

**Please apply by sending your resume to :**

**[Frankiew@imselectronics.com](mailto:Frankiew@imselectronics.com)**

**Human Resource Manager**