



Sales Account Manager

McDanel Advanced Ceramic Technologies, an international company, is one of the world's leading manufacturers of advanced ceramic products used in a wide range of industries is looking to hire a full time Account Manager. This position is responsible for planning and performing sales and service activities for an assigned territory and product line, this includes sales and customer services to existing accounts, territory sales forecasting/budgeting and prospecting for new business.

JOB SPECIFIC DUTIES

- Resolve customer complaints regarding sales and service.
- Monitor customer preferences to determine focus of sales efforts.
- Direct and coordinate activities involving sales of manufactured products, services, commodities, real estate or other subjects of sale.
- Determine price schedules and rates.
- Review operational records and reports to project sales and determine profitability.
- Direct, coordinate, and review activities in sales and service accounting and recordkeeping, and in receiving and shipping operations.
- Attend trade shows.

QUALIFICATIONS

- The ideal candidate must possess a four year degree, preferably in Engineering.
- Two to four years' experience in a similar position.

All qualified applicants should send resumes via email to resumes@mcdanelceramics.com or by mail to McDanel Advanced Ceramic Technologies, 510 9th Avenue, Beaver Falls, PA 15010. EEO