



WearGuard Account Manager Job Description

SUMMARY/OBJECTIVE

The WearGuard® Account Manager – will be responsible for driving expeditious growth and new account development within key accounts, focused throughout the US and Canada. There will be occasional international travel, as well. In addition, this position will manage and grow a developed book of established McDanel business. The Account Manager – will play a key role in driving the proactive McDanel corporate growth strategy for the WearGuard® business.

All work is to be completed in a professional manner consistent with the Mission Statement, along with our Policy.

REASONABLE ACCOMODATIONS STATEMENT

To accomplish this job successfully, an individual must be able to perform, with or without reasonable accommodation, each essential function satisfactorily. Reasonable accommodations may be made to help enable qualified individuals with disabilities to perform the essential functions.

JOB SPECIFIC DUTIES

- Perform work functions safely and within the confines of the company and customers safety programs.
- Achieve and exceed budgeted sales/order goals on a monthly basis.
- Practice technical solutions based; value added selling.
- Conduct market research to stay up to date on industry trends.
- Deliver product-based presentations/demonstrations.
- Maintain accurate, up-to-date customer information within the company CRM system.
- Effective execution of time and territory management principles
- Assist in promoting key marketing strategy/activities.
- Create and delivers quarterly territory presentations to SLT (Senior Leadership Team)
- Attend training programs as required/directed.
- Demonstrate on a consistent basis of individual and team behavior that supports McDanel's mission and strategic goals.
- Apply ethical standards of practice into all interactions with individuals, organizations, and communities.



- Other duties may be assigned as deemed appropriate.

COMPETENCIES

Integrity – Do the right thing. Interacting with others in a way that gives them confidence in one's intentions and those of the company.

Engagement – Using appropriate interpersonal and influence styles and methods to help reach goals while considering the needs and potential contributions of others.

Initiating Action – Taking prompt action to achieve goals/objectives beyond what is required; being proactive.

Civility – Treat others as you would like to be treated, with dignity and respect; remember to welcome new employees, you were new at one time too, communication with others should be positive and should never be belittling or hurtful.

Decision Making – Identifying and understanding issues, problems, and opportunities; comparing data from difference sources to draw conclusions; using effective approaches for choosing a course of action or developing appropriate solutions; taking action that is consistent with available facts, constraints and probably consequences.

Managing Conflict – Dealing effectively with others in an antagonistic situation; using appropriate interpersonal styles and methods to reduce tension or conflict between two or more people.

Communicate – Effectively listen, speak, observe and empathize. Understand the differences in how to communicate through face-to-face interactions, phone conversations and digital communications.

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION AND EXPERIENCE

Bachelor's degree in engineering or 4 plus years of experience in technical business to business sales work within an industrial environment.

LANGUAGE SKILL

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of other management, employees, and customers. Computer skills including spreadsheet, word processing, database management. Ability to meet deadlines on multiple projects. Effectively communicate with people in potentially stressful situations.

TRAVEL

Position will require 40% - 75% travel.



PHYSICAL DEMAND

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this Job, the employee is regularly required to talk or hear. The employee is frequently required to sit. The employee is occasionally required to stand; walk; use hands to fingers, handle, or feel; reach with hands and arms and taste or smell. The employee must frequently lift and/or move up to 25 pounds and occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision.

WORK ENVIRONMENT

Remote.

OTHER DUTIES

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

EQUAL EMPLOYMENT POLICY

McDanel Advanced Ceramic Technologies, LLC provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.