

ACCOUNT MANAGER JOB DESCRIPTION

EMPLOYER INFORMATION

Name: Unstoppable Steam Roller, Inc.

Address: 234 Oak St., St. Louis, MO 63000

Phone: (555) 555-5555

E-Mail: team@unstoppablesteam.com

EMPLOYMENT ELIGIBILITY

Job Title: Western Account Manager

Reports to: Bill Shepard, head of sales

Job Location: Seattle, WA

Start Date: Sept. 1, 2021

Job Type: Full-time Part-time Independent Contractor Intern

of Hours: 40 Hours per week

JOB DESCRIPTION

Construction equipment firm seeks someone to oversee accounts in the Western United States. This job will consist of frequent interactions with existing clients, as well as some client development. Will oversee team of engineers, customer service and salespeople.

RESPONSIBILITIES AND DUTIES

- Evaluate client priorities
- Respond to client communications
- Interface with product teams
- Document client budget
- Periodically update firm leadership
- Gather and analyze client data
- Monitor trends in the industry
- Help client form strategy

QUALIFICATIONS / REQUIREMENTS

- Business degree/sales experience
- Understanding of firm's products
- Friendly personality
- Comfort with data-based analysis
- Flexibility for client emergencies
- Finance and budget acumen

