



Date: July 21, 2017

Classification: Exempt

Compensation: To be determined

Reports to: Director of Sales

Corporate Office: Holland, OH - Designetics, Inc.

Job Title: Accounts Manager

Job Purpose

At Designetics, we know that each client's manufacturing process is unique and requires creative solutions. That is why our sales staff focuses on providing fluid application solutions that are specific to customers' needs: from hand-held, bottle-fed applying systems to fully automated, self-sustaining robotics. The ideal candidate for this position would enjoy visiting current and prospective clients, learning about their fluid application processes, and working with a team of engineers to create innovative products and services.

About You

- You are creative and technically minded: you are good at creating solutions to existing challenges
- You take on projects as your own
- You exhibit excellent interpersonal skills and enjoy building relationships
- You like to travel
- You excel in demanding situations
- You love to learn

Qualifications

- Bachelor's degree (preferably in a business or engineering discipline) or at least four years of experience in a comparable field
- Excellent verbal and written communication skills
- Proficient with computer software including Microsoft Word, PowerPoint, and Excel

Essential Functions

- Travel
 - Travel often and as needed, up to three - five overnight stays per week
 - Organize visits to current and prospective clients to maximize time and revenue
- Develop effective solutions for clients by:
 - Interpreting and managing clients' unique requirements for liquid application processes
 - Collaborating with a team of supporting personnel to communicate and achieve the expectations of clients
 - Explaining and demonstrating how Designetics provides products and services that improve operations, reduce spending, and increase clients' bottom line
 - Assisting with the design of new products or the modifications of existing products, and evaluating the usability and production feasibility of those designs
 - Supporting clients' processes by providing technical assistance and after-sales services
 - Coordinating jobs as a project manager when needed
- Maintain thorough records of client development to keep sales and engineering informed about client activity
- Properly represent Designetics' culture by:
 - Thinking outside the box to provide solutions to customers
 - Demonstrating professionalism in all situations

- Build Designetics' intellectual property and better serve our clients by:
 - Analyzing the success and limitations of products
 - Pursuing product improvement
 - Pursuing development of new products/technology

Supervisory Responsibility

This position has no supervisory responsibilities.

Work Environment

This job operates in a manufacturing production environment.

This role routinely uses standard office equipment such as computers.

While performing the duties of this job, the employee is occasionally exposed to moving mechanical parts. On some instances, this job may require work in areas where PPE is suggested or required.

Physical Demands

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.

- While performing the duties of this job, the employee is regularly required to talk and hear
- This position occasionally requires standing, walking, bending, kneeling, stooping, and crouching.
- The employee must sometimes lift and/or move items over 25 pounds.
- Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

Position Type/Expected Hours of Work

- Full time, hours vary
- Travel is regional and includes up to three - four overnight stays per week

Work Authorization

Designetics, Inc. will only accept applications from individuals authorized to work in the United States for any employer without sponsorship.

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.

Benefits

- Company car
- Company cell phone
- Company iPad and laptop
- Health, dental, eye, and life insurance
- Paid holidays and paid vacation
- 401(k)