



Jefferson Electric

National Accounts Manager

We are seeking a successful and highly motivated professional to join our sales team as a National Accounts Manager. In this role, you will develop, manage and grow Jefferson's large customer relationships. These accounts are focused in our primary target industries and included large OEM and brand label customer.

Responsibilities include:

- Direct development and maintenance of select large OEM, brand label or end users
- Development of key corporate relationships with targeted accounts, where applicable to complement the efforts of the RSM
- Identification of Key New Accounts
- Development of a Target Account list, account action plan and yearly sales budget for each account
- Identification of resources required to meet area goals
- Working with Jefferson's marketing group to develop marketing initiatives in their region
- Identification of new product opportunities
- Submitting timely sales call reports to track large account progress
Attainment of all agreed upon goals

Qualifications include:

- A Bachelor's engineering degree or equivalent work experience
 - A minimum of 3 years of field sales experience
 - Knowledge or experience with large account development preferred
 - Knowledge of electrical transformers a plus
 - Excellent initiative and interpersonal communication skills
- Position requires 65% travel

Interested candidates should submit their resume with salary requirements to:

careers@jeffersonelectric.com

