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Industrial Sales Account Manager

Description

For more than seven decades, M&I Electric, LLC has been a leading provider of power delivery solutions to the energy industry. We design, integrate, manufacture, install, and maintain power distribution equipment throughout the Gulf Coast. M&I is one of the Myers Power Products group of companies.

M&I is looking for new team members who share our dedication to delivering solutions that exceed our customers' expectations. If you have the requisite knowledge and experience combined with a proven track record as an Industrial Sales Account Manager in an innovative and fast-paced environment, we have an amazing career opportunity for you. This position is based at Beaumont, TX location.

Responsibilities

Identifying and securing opportunities from the industrial market segment, either directly from the end users, through distributors, or via the consulting/EPC companies delivering projects in this market.

Reviewing and interpreting project scopes and deliverables to determine whether or not the associated opportunity is appropriate for M&I to pursue. Communicating details of viable opportunities to the inside sales/application engineering team.

Develop comprehensive technical knowledge of M&I products/services offers and provide market insight to support strategic decisions of the management team. Amass similar knowledge of offerings associated with other Myers Power Products brands.

Strengthen awareness of the M&I Electric brand, product offerings, and company capabilities and discriminators in the industrial market. Position M&I Electric products as market-specific offerings within the comprehensive family of solutions that is Myers Power Products.

Cultivate customer knowledge of M&I/Myers offerings through a variety of face-to-face events to include lunch and learn presentations, product demonstrations, and factory tours.

Assist customers with specification development for M&I/Myers Solutions.

Meet or exceed sales targets in the market segment as determined by the VP of Sales and Marketing.

Qualifications

Bachelor's degree in Electrical Engineering or equivalent preferred

Minimum of five years of experience in electrical equipment sales

Strong low voltage and medium voltage switchgear product experience

Good understanding of service solutions

Understanding of prefabricated electrical substation buildings and their applications

Strong leadership and negotiation skills, excellent verbal and written communication

Hiring organization

M&I Electric

Job Location

Beaumont, TX

Date posted

February 17, 2020

abilities, positive attitude.

Ability to work in a team environment

Job Benefits

Join a great company with great people!

M&I Electric, LLC is a leading provider of power delivery solutions for the global energy industry. Our mission, Empowering Energy™, refers to our commitment to producing products and services that enable our customers to safely and effectively meet the world's growing energy demands.

M&I offers very competitive compensation and comprehensive benefit plans including commission, 401(k), medical, dental, vision, paid time off, short & long term disability, life insurance, flex spending accounts, and more.

We believe in developing our employees, offer terrific career advancement opportunities, and promote from within whenever possible.