

Position: **Account Manager**

Location: **Greenville, South Carolina**

#### COMPANY

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iAutomation, a high technology distributor of industrial automation components, has an immediate opening for an **Account Manager (technical sales)** in the **Greenville South Carolina** area. iAutomation's product offering includes machine control, motion control, sensing and vision, safety systems, mechanical components and stages. We offer engineered systems and services to provide OEM and end user customers a complete automation solution.

#### DESCRIPTION

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As an Account Manager you will be responsible for the development and implementation of sales strategies and plans to achieve and exceed annual goals and objectives. By establishing solid and long-term OEM Machine Builder and End User business relationships you will combine technical knowledge with sales skills to achieve these goals.

- Identify opportunities at existing and potential new customers within defined geographical area to meet or exceed annual sales goals and grow market share.
- Generate, qualify and manage all sales leads, prospects and new customer accounts to meet/exceed agreed team and individual sales objectives.
- Develop sales strategies and goals for distribution and integration opportunities.
- Manage designated sales leads, prospects and customer accounts in a manner incumbent with agreed business objectives. Follow-up all sales opportunities (Direct and indirect) on a timely basis. Capture and document all pertinent information in NetSuite (CRM).
- Manage Key Account relationships and Supplier relationships. This will include collaboration with suppliers, pricing negotiations with both customers and key suppliers.
- Work closely with iAutomation Customer Relations and Engineering teams to ensure the best solution for the customer.
- Maintain and report sales forecasts, potential sales, customer feedback and activity plan and other reports, as required.
- Continuously support the development of strong relationship with key customers. Build and maintain strong relationship with key decision makers.

REQUIREMENTS & ADDITIONAL DETAILS

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Requires a minimum of a Bachelor's degree in engineering, business, or an equivalent discipline with 5 years' experience in a technical sales role. Experience selling and supporting industrial automation projects. Experience managing high-value strategic customers. Proven track record of successful business development and strong relationship building skills. Proficiency with MS Office, creating technical sales presentations, proposals, and quotations.

ADDITIONAL INFORMATION

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- Please apply to Marna Perkins at [mperkins@i-automation.com](mailto:mperkins@i-automation.com)
- Principals ONLY - No Recruiters Please

**iAutomation** Supports Equal Opportunity Employment & Diversity