

**ACCOUNT MANAGER**

**DEPARTMENT: Sales & Marketing**

**REPORTING TO: VP of Sales & Marketing**



**DESCRIPTION**

S&H Systems is a single-source, full-service systems integration company – delivering dependable material handling systems, software, and post-sale support since 2002. The Sales & Marketing department is responsible for generating sales including growing existing accounts and researching potential prospect customers.

We are seeking qualified candidates to work with existing accounts to generate business opportunities for S&H as well as prospect and solicit new customers. Successful candidates will have proven sales experience calling on eCommerce and/or industrial clients with a track record of increasing sales and gross profit margin each year in the integrated supply industry.

This position will work with marketing to develop strategic and/or vertical market campaigns. Additionally, this position will be expected to provide S&H Systems' customers workable solutions in successfully solving their facility automation and software solutions.

**BASIC QUALIFICATIONS**

- 5 years of industrial sales experience in material handling systems application
- Current sales portfolio to include \$5 Million annual sales at 20% gross profit margin

**PREFERED QUALIFICATIONS**

- Bachelor's Degree in business or marketing
- Current sales portfolio to include \$10 Million annual sales at 20% gross profit margin
- Experience in material handling including conveyors, sorters, vertical lifts, robotics, and goods-to-person solutions