



S&H Systems, Inc. is a Material Handling Systems Integrator with a strong reputation and position in the Supply Chain Equipment and Installation Services Industry; we are currently looking for experienced, self-motivated individuals.

**Job Description:**

Sales Account Manager

**Base Salary:**

To be discussed

**Territory Coverage:**

To be discussed

**Requirements:**

- Multiple years of experience in material handling, logistics & systems integration. Business development and sales experience with manufacturers and distributors. An ideal fit is someone who has strong industry knowledge in automation of conveyor, logistics, sortation and or storage systems.
- An understanding of the automation and controls organization and their processes.
- Experience working with customers on quotes, proposals and solutions development.
- Demonstrated experience working in a collaborative team environment.
- An understanding of technological trends, market requirements, customer requirements and needs; as well as the ability to recognize and anticipate market and segment trends.
- The skill to work across functions to drive cooperation and integration with automation and motion controls product groups, and to ensure product roadmaps are aligned with overall market needs and future growth opportunities.
- An entrepreneurial spirit to drive innovation and market differentiation utilizing existing conveyors, material handling equipment, control systems, installation and services.
- Network with major customers and demonstrates success with business development, particularly an understanding of end user, distribution and supply chain areas

## **Role Overview**

Report to the Director of Sales. Create new potential business and traveling to meet face-to face with potential new business.

Your key goals will be to engage with end-users that are manufacturing companies and to seek opportunities with new potential customers. Much of your time will be spent building relationships with key people, getting to know the engineering staff and building a strong network of contacts throughout the segment.

Some of your specific tasks will be to:

- Plan, develop, coordinate and support the Director of Sales in strategizing long-range goals and business plans.
- Develop and implement strategies to focus upon select application spaces such as the conveying, automatic storage & retrieval sortation, singulation, and induction to achieve sales, profit and market share goals.
- Drive demand creation along assigned vertical segment(s) by being the business and technical expert in respective markets.
- Monitor and report on competitors' marketing, sales stimulation, and innovations for vertical segment.
- Ensure overall market effectiveness by influencing the portfolio, product placement and position in the market.

## **Qualifications & skill**

- Bachelor's Degree (preferred)
- Requires a vehicle for travel
- Possess at least three (3) years' experience in systems integration projects including conveyors, pallet rack, carton flow, pallet flow, and other associated material handling equipment
- Demonstrate proficiency in creating and working with documents in Microsoft, word, excel

## **Benefits Package**

Benefits package available, to be discussed.