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ISO 9001:2015 Certified/NIST 800-171

## SALES ACCOUNT EXECUTIVE

iDEAL is seeking an individual who has primary automotive and aerospace relationships to develop new business opportunities for our manufacturing business. The account executive will build relationships with existing and new customers by aggressively pursuing new business opportunities for tooling, fixtures, CNC machined details, rapid prototyping, foam model machining and assembly equipment in the automotive and aerospace industries. The goal for this position is to add new clients to our current client base and explore new market opportunities.

### JOB RESPONSIBILITIES

- Create new business opportunities and cultivate existing relationships within the automotive and aerospace industries
- Develop sales strategies to align with company goals
- Manage customer expectations and contribute to a high level of customer satisfaction
- Create revenue, customer retention and new market target goals
- Manage key customer relationships and participate in closing strategic opportunities
- Create and deliver sales presentations to prospective customers

### JOB REQUIREMENTS

- Minimum 5 years' experience in manufacturing sales
- Must have a diversified background selling into various industries, including specific relationships with companies with high volume needs for Rapid Prototyping and CNC foam model machining
- Manage projects from conception through completion
- Flexibility to travel as needed locally and nationally
- Able to thrive in a fast-paced working environment
- Strong presentation and writing skills are required for this position
- Proficient use of Microsoft Office Word, Excel and PowerPoint
- Experience with Pipedrive or other similar CRM preferred

### COMPENSATION PACKAGE

- Competitive salary
- Variable compensation package
- Medical insurance
- Dental coverage
- Paid vacation
- Life & accidental death & dismemberment
- Short-term disability
- 401K plan

iDEAL is committed to our products and customers. We design and manufacture high quality products that meet the needs of our customers. We believe our employees bring different perspectives, which is the reason for our success. iDEAL is an Equal Opportunity Employer.

Your  source for:

Assembly Equipment – CNC Machining – Design & Engineering - Fixture Building – Rapid Prototyping