



**KONDEX CORPORATION
POSITION DESCRIPTION**

POSITION TITLE: Technical Sales Account Manager, After Market
DATE: May 2022
REPORTS TO: Sales Manager

POSITION PURPOSE/MISSION:

To manage and grow the KonDEX/customer relationship while implementing corporate strategic goals for sales, margin, and growth in targeted market segments. These goals will be obtained by maintaining a high level of customer satisfaction and adherence to the KonDEX values system.

ESSENTIAL DUTIES and RESPONSIBILITIES:

1. Manage and develop assigned customer accounts to achieve strategic business goals.
2. Identify and assist in the development of new products and business opportunities with current and prospective customers.
3. Build strong relationships and maintain close personal contact with customers and prospects.
4. Provide technical field support.
5. Identify potential customer needs that fit within the company's capabilities.
6. Manage communication pipeline from customer to production. Proactively work with customer, marketing, purchasing, and sales personnel.
7. Develop a close working relationship with other internal departments including, but not limited to, engineering, manufacturing, quality and sales support.
8. Assist in development of packaging and marketing materials to support the Company and customers.
9. Participate in trade shows, industry trade association activities, educational seminars and customer events.
10. Provide timely and accurate market and competitive intelligence.
11. Assist in development of annual sales plans and manage sales forecasts for assigned business segments.
12. Assist in monitoring sales forecasts, gross margins, and pricing.

POSITION CHALLENGES:

- Researching, identifying, and implementing new opportunities at current and new customers and in current and new markets.
- Meeting and exceeding sales revenue for targeted accounts.
- Ability to sell value in a commoditized market.

SUPERVISION EXERCISED:

- None

ORGANIZATIONAL RELATIONSHIPS:

- External: Purchasing, marketing, sales personnel of customers and prospective customers.
- Internal: Sales Manager, VP of Sales, Manager of Sales Administration & Analytics, Customer Service Representatives, Account Managers, Product Engineering, and Supply Chain.

QUALIFICATION REQUIREMENTS:

Minimum Technical Qualifications:

1. Post-secondary education.
2. Project management skills.
3. Background with agricultural equipment or strong mechanical aptitude.
4. Working knowledge of Microsoft Office Suite.

Preferred Technical Qualifications:

1. Prior technical sales experience with engineered, manufactured products gained through work experience or a college internship.
2. Negotiating with internal and external customers in a manner that is consistent with Kondex values.
3. Bachelor's degree in Engineering or Business or equivalent experience.

Required Behavioral Competencies:

1. Confident & Assertive
2. Customer & Service Orientation
3. Communicator
4. Integrity
5. Composure
6. Entrepreneurial
7. Adaptability
8. Initiative & Energy
9. Influence & Positive Impact
10. Problem Solving & Decision Making
11. Results Orientation
12. Self-Objectivity
13. Organizing & Planning

CULTURE: Follows Kondex Values & Beliefs

TRAVEL: North American auto and air travel up to 75% at times.

Kondex is an Equal Employment Opportunity Employer