



OPEN POSITION

Junior Account Executive, CeraTek

Location: Hyannis MA

This position is responsible to support and participate in the sale of SencorpWhite's offerings in a specified region, product or service line. Sell products and services using technical, organizational and customer knowledge to influence customers and assist them in applying products/services to their needs, resulting in profitable revenue generation. In addition, the position provides input and participates in marketing, market planning and technical development of products and services.

PRIMARY DUTIES AND RESPONSIBILITIES:

- Research customer needs and develop application plan for products and/or services in an effective manner. Maintain up-to-date awareness of industry activities and trends.
- Support trade show activities including preparation of and/or submission of utility and furnishings orders, set-up and break down of trade show booth, trade show attendance and follow up on trade show leads as assigned.
- Locate new opportunities for SencorpWhite. Make regular sales calls to develop relationships and follow up on sales leads.
- Participate in the development of sales quotations for customers on technical products and/or services. Develop and participate in sales presentations at SencorpWhite or at prospect's location.
- Participate in the sales process including development of quotations, quotation modification, closing orders and follow-up contact. Respond to customer's RFQ and coordinate information from different disciplines/areas and arrange the formal response.
- Maintain complete and accurate records of all relevant information, by project.
- Participate in sales forecasting and planning. Provide timely reports on sales and prospecting activities. Maintain accurate records in sales CRM program. Meet established sales and revenue goals.
- Actively participate in the review of client purchase orders and project kick-off meetings.

SPECIFIC CHARACTERISTICS, SKILLS AND ABILITIES REQUIRED:

- Demonstrate a positive team spirit and customer focus in daily activities
- Excellent listening, oral and written communication skills including formal presentation skills before small or large groups.
- Must have ability to work with and influence various customers and company employees.
- Ability to prioritize and handle multiple tasks/projects at one time. Self-driven and results oriented - demonstrate a "can-do" attitude.
- Possess the ability to be resourceful, to act independently, where appropriate, and to recognize when higher intervention may be necessary.
- Travel, both domestic and international travel, will be required.
- Must be computer literate.

EDUCATION, EXPERIENCE REQUIRED AND PREFERRED:

- Demonstrated ability in problem solving and technical understanding of mechanical systems and machinery is required.
- Minimum 3 years of experience in a manufacturing environment is preferred.
- Bachelor's degree or equivalent experience preferred.

HOW TO APPLY: Email resume to jobs@sencorpwhite.com.