

**Job Opening: Sales – Key Account Manager****Location: Allendale, NJ**

## COMPANY OVERVIEW

Globally, WAB-GROUP is the undisputed technology leader in wet milling, dispersion and dry mixing with its world-renowned DYN0®-MILL, TURBULA® mixer, and dyna-MIX® product lines. The WAB brands stands for top quality and reliability. We have delivered thousands of machines to satisfied customers worldwide who successfully use our equipment in the most innovative and diverse applications. Our equipment is used in laboratories and production facilities across various industries, ranging from Pharmaceuticals, Cosmetics, Paints and Coatings, Inks, and Microelectronics to Life Sciences, Agrochemicals, and the Food Industry.

Founded almost 90 years ago in Basel, Switzerland, the WAB-GROUP has continuously developed into a technology company with several locations around the world. In 2016, WAB-GROUP, established WAB US Corp., a wholly owned subsidiary, located in Allendale, NJ. Our facility includes a warehouse and assembly line as well as a Process Technology Center where our clients can conduct trials under laboratory conditions. From here, we serve customers in the United States, Canada and Mexico.

## JOB DESCRIPTION

We are hiring a talented, highly motivated and passionate Key Account Manager (KAM) for our fast growing company. If you are excited to be part of a winning team, WAB US Corp is a great place to grow your career.

Our KAMs provide the highest level of customer service through a combination deep technical product knowledge, strong interpersonal skills and the ability to work with multiple stakeholders to define the optimal solution for our customers. KAMs are responsible for all customer-related aspects from identifying leads, to developing the best product solution, negotiations, commissioning and after sales support.

In this role, you will be responsible for planning and executing sales and marketing programs that will meet pre-determined sales targets and increase our market share. In the coming year, we plan to launch several new products, and we look forward to having you with us on the journey. You will be a critical member of our leadership team as we continue our organic growth. If you have a history of successfully meeting and exceeding enterprise sales goals, we encourage you to forward your resume for consideration.

## ESSENTIAL DUTIES and RESPONSIBILITIES:

- Act as a trusted advisor to our customers and their technical staff
- Promote and advise on WAB products and services through direct customer contact
- Prospect, qualify and nurture new sales leads
- Create, plan, and deliver presentations on company products and services
- Schedule meetings and presentations with prospects
- Participate in and help set up trade shows, exhibitions and seminars
- Responsible for demonstrating product operation, ease of installation, and system capabilities
- Define product and functional requirements based on customer and partner requirements

- Work with Technical Support team to assure a smooth transition from pre-sales to the post-sales implementation environment
- Work with Technical Support team and partners at key-end user sites to assure proper system commissioning and confirm customer expectations and requirements are met
- Schedule local post sales meetings to remove technical obstacles and generate a long-term success for the customer
- Provide end-user feedback to Management team to help support product enhancements
- Track all sales activities in Salesforce and keep current by regularly updating account information
- Collect and analyze information and prepare data and sales reports
- Communicate customer and prospect product pain points to appropriate departments
- Maintain a well-developed pipeline of prospects
- Develop strong, ongoing relationships with prospects and customers
- Meet and/or exceed quotas
- Coordinate with other WAB team members and departments to optimize the sales effort
- Stay current with trends and competitors to identify improvements or recommend new products
- Build and maintain professional networks
- Eager to travel (mainly North America / 30-50%)

#### **SALES QUALIFICATIONS and SKILLS:**

- Passionate about sales
- Proven ability to meet and exceed quotas
- Proven ability to establish and nurture strong positive relationships throughout the sales cycle
- Excellent verbal and written communication skills
- Ability to create and deliver presentations
- Foreign language ability a plus (Spanish and/or French)
- Ability to negotiate and solid understanding of marketing concepts
- Self-motivated and goal-oriented, desire to deliver results
- Fast learner and quick thinker
- Ability to adapt and grow in a competitive environment
- Well organized and detail oriented
- Pro-active and pragmatic
- Assertive and confident with both internal and external customers
- Excellent professional solution selling, interpersonal, and presentation skills
- Enthusiastic, self-starter with a charismatic personality
- Highly self-motivated and proven time management capabilities
- Good understanding of process related issues and technical troubleshooting capabilities
- Solid working knowledge of MS Office software and CRM software (Salesforce)

#### **EDUCATION and EXPERIENCE:**

- BS Mechanical, Chemical or Process Engineering or related degree
- At least five (5) years of experience in technical sales