



COMTRAN

Innovative Systems. Engineered Solutions.

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Position Description: Account Manager

We are seeking an individual that has been working in a sales/customer service role for 3-5 years and is ready to move to the next level in their career. If this is you, our Account Manager role will get you there! This role is a combination of both inside and outside sales. You will be given the responsibility to develop and maintain your own assigned customer base. You will work with our Sales Engineers to develop sales plans to successfully build relationships with customers. Your travel will be to customers to strengthen our relationships and seek new opportunities.

As a member of our team you will be an important part of our overall plans for success. You will have daily interactions at all levels of management, including members of the senior staff. Your input will be valuable in making decisions that impact our business. If you want to be a part of a team and not a "number," please send your resume for consideration.

Key elements of your role will include but not be limited to:

- Maintaining existing business as well as develop new business opportunities
- Working with engineering on new products from prototyping through production
- Utilizing Salesforce.com CRM for customer interactions and project tracking
- Maintaining price sheets and cross references
- Processing of orders
- Processing of new quotations
- Trouble shoot any issues with shipments, invoicing and product quality
- Travel to key account locations as necessary

Skills:

- Wire and Cable experience helpful
- Sales/Customer Service Experience
- Excellent telephone sales skills
- Excellent organization skills
- Must have the ability to prioritize and manage time sensitive issues.
- Must be proficient in Microsoft Office programs, Outlook, Word, and Power Point. Advanced skills in Excel –Must have the ability to develop and maintain spreadsheets, as well as merge and analyze data.

About Marmon

"Marmon is our kind of company" Warren Buffett, Chairman of Berkshire Hathaway
The Marmon Group is a global association of diverse companies that operate independently. The association has approximately 130 business units that operate in 11 autonomous sectors. Through the 80/20 business model, Marmon promotes a decentralized management that focuses on niche markets and products with profitable growth potential. The innovative range of products and services offered by Marmon and the continuous improvements in operations and productivity allows Marmon to provide practical solutions to meet customer needs. Marmon has more than 15,000 employees and has been part of Berkshire Hathaway since 2008.

About Comtran

Comtran began operations in 1985 and joined Marmon in 2001. Comtran is an industry leader in Datacom innovations and, through Marmon, belongs to a family of quality wire and cable companies that includes Energy, High Performance, and Specialty Wire and Cable. Comtran is committed, through investing in and training employees, to continually improve performance to achieve the highest quality of products and services for our customers. Through common business practices, Comtran presents challenging and rewarding careers through a variety of experiences.



A Marmon Wire & Cable/Berkshire Hathaway Company