

Materials Testing Channel & Account Manager

Overview

Industrial Physics is looking for a Materials Testing Channel & Account Manager

Location

This job is located in the Southwestern United States.

Responsibilities:

- Establish productive, professional relationships with key personnel in assigned partner accounts
- Proactively seek and recruit new partners by understanding Industrial Physics product lines and strategic geographic and end-market needs
- Manage and grown sales within an established territory for select key accounts in Southwest.
- Meet targets for profitable sales volume and strategic objectives in assigned partner accounts while achieving assigned sales quota in designated partner accounts
- Proactively assess, clarify, and validate partner needs on an ongoing basis
- Sell through partner organizations to end users in coordination with partner sales resources
- Act as primary stakeholder of the relationship. Developing business plans, accurate forecasts and managing the activities – maintaining a new and existing customer base

Required Qualifications

- Proven ability to grow sales
- Excellent relationship management skills
- Strong analytical skills and ability to draw conclusions and observations form market trend and sales data analysis
- Demonstrated excellence in oral and written communication skills
- Strong organizational and time management skills
- Flexible hours
- Ability to operate effectively in a matrixed, multi-site environment
- Minimum of years of channel sales experience in a business-to-business sales environment
- Proficient knowledge of MS Office Programs (Excel, Outlook, Word, and PowerPoint)
- Experience in daily management and use of CRM. Proficiency Salesforce is a plus.
- Bachelor's degree in Science, Engineering or Business from an accredited institution or commensurate experience

Preferred Qualifications

- Bachelor's degree in Science, Engineering or Business from an accredited institution
- Salesforce proficiency

What we offer

In addition to a competitive salary, we offer excellent benefits including:

- Medical, Dental & Vision
- 401(k)

- Paid Holidays
- Paid Vacation

How to apply

Interested in this position, send your resume along with a cover letter to <https://recruiting.paylocity.com/recruiting/jobs/Details/1022575/United-Testing-Systems/Materials-Testing-Channel-Account-Manager>

About Industrial Physics

Industrial Physics is the world's leading test and inspection partner. Operating in over 75 countries and across a family of brands, we've been supporting manufacturers, laboratories, and production lines across multitude of industries for almost 100 years. It's our innate desire to continuously learn, innovate, and better ourselves that allows us to provide the highest quality of products, services, and bespoke solutions.

A job with Industrial Physics allows you to make a real difference. When you build your career with us, you're not only protecting the integrity of the world's leading brands and manufacturers, but you're also having a positive impact on real-life, everyday moments.