



## Account Rep Job Description

062310

### **Key Account Manager - Industrial Equipment**

**OEC Fluid Handling** is a regional distributor of process equipment with a focus on pumps, tanks, mixers & meters used in a variety of industrial and municipal applications. OEC Fluid Handling is headquartered in Spartanburg, SC. We are recruiting for a Territory Account Manager to work out of our Spartanburg office. The Account Manager has responsibility for the full range of OEC Fluid Handling process pumps, tanks, meters, mixers and related equipment. Responsibilities include development of new business and maintenance of existing business within the assigned territory. This position involves calling on chemical, power, paint, pharmaceutical, food, cosmetics, pulp & paper and general manufacturing facilities on a direct basis along with supporting engineering and contracting firms serving these industries. Important expectations for this position include achieving sales goals through execution of marketing led growth initiatives, customer process understanding and developing new business in target accounts.

### **Qualifications:**

- Outside sales experience required, minimum 3-5 years, preferably with industrial and high purity customers such as chemical, power, paint, pharmaceutical, food, cosmetics, pulp & paper and general manufacturing and municipal facilities.
- BS/BA degree with demonstrated mechanical aptitude and technical experience.
- Proficient with Microsoft Word, Excel, PowerPoint, and Outlook.
- Ability to function independently from our Spartanburg sales office.
- Expected travel requirements: Approximately 25 counties in eastern SC; 9 counties south eastern NC.
- Location: South Carolina

### **Compensation and Benefits:**

- Salary, depending on experience, and performance based incentive.
- Car allowance plus mileage reimbursement.
- Health and medical insurance, 401(k), life insurance, retirement plan.

### **Provide Resume to:**

Penny Vehorn, HR Director

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