

## **Sales/Account Manager**

### **Job Responsibilities:**

- Proactively seek new business opportunities and clients, understand their needs, present our solutions, gain commitment and close to ensure that sales targets are achieved
- Grow existing business through effective account management;
- Maintain up-to-date prospects and sales activity dat
- Maintain collaborative relationships with operations team to help nurture and sustain new business opportunities

### **Qualifications:**

- Bachelor's degree
- 3+ years sales experience
- Experiences with service sales including EMI/EMC, product safety, telecom and environmental lab industries will be a plus
- Familiar with Salesforce software
- Good computer skills, familiar with Microsoft Office Word/Excel/PowerPoint.
- Excellent written and oral communication skills to interact with clients.
- A team player and have strong interpersonal skills
- Must have legal status to work in US