



Job Title	Fluid Power Account Manager	
Location	Middle TN/Western TN	
Division/Dept.	Region 2	
Reports to	Region 2 Regional Sales Manager	
Type of position:	Hours <u>40 hrs./ week</u>	Notes:
<input checked="" type="checkbox"/> Full-time w/benefits <input type="checkbox"/> Temp Full-time w/o benefits <input type="checkbox"/> Part-time w/o benefits <input type="checkbox"/> Temp Part-time w/o benefits	<input checked="" type="checkbox"/> Exempt <input type="checkbox"/> Nonexempt	

**GENERAL DESCRIPTION**

As a member of the Sales Team, the Fluid Power Account Manager will be given a challenging opportunity for someone with a technical background in fluid power to join the effort to help US manufacturing remain a viable contributor in the work marketplace by integrating our technologies and resources to make our customer more competitive and energy efficient.

**Primary responsibilities include but are not limited to:**

- Responsible for selling all engineered and technical product disciplines to the accounts in the assigned territory
- Developing new accounts as well as managing existing business
- Meeting customers' needs thru innovative problem solving
- Support key corporate initiatives and all technology divisions for the advancement of the Livingston & Haven organization
- Work within the Livingston & Haven framework and business philosophies, while providing an entrepreneurial approach to growing your business

**Responsibilities in the areas of Standard Product and Vendor Management are:**

- Promoting product, especially Standard Product where they exist for a vendor
- Riding with vendor reps
- Coordinate Special Price contracts with the Product Manager and work directly with the vendor to renew the contracts
- Developing engineered solutions that include Standard Product

**QUALIFICATIONS**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**Education**

- Minimum Associate's Degree or equivalent from a two-year college or technical school; or 3-5 years of experience in Fluid Power Sales; or equivalent combination of education and experience.
- Preferred: Bachelor's Degree (B.S.) in Mechanical Engineering

**Skills/Competencies**

- A keen attention to detail with strong organizational skills
- Ability to work independently and manage multiple tasks
- Committed team player with caring attitude
- Self-starter capable of managing existing accounts as well as finding new business
- A clear understanding of manufacturing processes and a desire to help customer increase their productivity and thus gain efficiency
- Technical proficiency with engineered product including fluid power. Automation experience is a plus
- Problem solving and communication skills with the ability to make good business decisions
- Driven to outperform the competition thru hard work and creativity

**Language Ability**

- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public

**Math Ability:**

- Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, and percent and to draw and interpret bar graphs.

**Reasoning Ability:**

- Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

**Computer Skills:**

- To perform this job successfully, an individual should have knowledge of and be proficient in Microsoft Office and Excel. Must be able to learn and use the Livingston & Haven Apogee System.

**Supervisory Responsibilities:**

- This job has no supervisory responsibilities.

**Work Environment:**

- The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- The noise level in the work environment is usually moderate.

**Physical Demands:**

- The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- While performing the duty of this Job, the employee is regularly required to sit; use hands to finger, handle, or feel and reach with hands and arms. The employee is occasionally required to stand and walk as well as be able to speak and hear. An employee would need to be able to have the ability to have clear vision at 20 inches or less.
- While performing the duty of this Job, the employee must be able to drive and possess a valid driver's license.