



Job Title	Account Manager - Motion	
Location	Tennessee	
Division/Dept.	Region 2	
Reports to	Sales Manager – Motion Industries	
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 Motion Sales Team, the Account Manager will be given a challenging opportunity. The position requires someone with a technical background in any or all of the following technologies: fluid power, automation, pneumatics, lubrication or structural aluminum. Our desire is for the Account Manager to join the effort to help US manufacturing remain a viable contributor in the 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 being familiar with Livingston & Haven’s tier-1 vendor products and their applications
- Make sales calls to Motion branches in Tennessee to develop key relationships with Branch Managers, Operations Managers, Outside Sales Force, and Inside Sales Force
- Meet Motion Branch needs thru the selling of tier-1 vendor products as well as solution selling utilizing support of the Livingston & Haven Product Support Specialists (Lubrication Systems, Hydraulic Systems, Automation Systems, Pneumatic Systems, MGE Solutions, & Parker Hose Machines/ Hose & Fittings)
- Support key corporate initiatives and all technology divisions for the advancement of the Livingston & Haven organization
- Work within the L&H 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 Sales Manager, Product Support Specialists, Vendor Reps when required
- Coordinate Special Price contracts with the Sales Manager and work directly with the Product Manager 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

- Associate’s Degree or equivalent from a two-year college or technical school preferred; plus 2+ years of field sales experience
- 5+ years field sales experience, industry experience preferred
- Preferred BS in Engineering
- Additional related training & prior sales experience preferred

Location

- Willing to be based in the Nashville, TN area

Skills/Competencies

- Ability to navigate the Livingston & Haven Apogee system
- A keen attention to detail with strong organizational skills with ability to manage multiple tasks
- 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
- 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 solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

Computer Skills:

- To perform this job successfully, an individual should have knowledge of and be proficient in Microsoft Office and Excel.

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.