

Contour Fabricators, Inc.
Job Description – Sales Account Manager

DEPARTMENT:	Sales
REPORTS TO (TITLE):	President
EXEMPTION STATUS:	Exempt
JOB CODE:	19259

QUALIFICATIONS AND/OR PREFERRED REQUIREMENTS:

<i>Education</i>	Bachelor’s degree in science or business
<i>Work Experience</i>	Prior manufacturing sales experience; prior medical (radiology/orthopedic) experience is preferred
<i>Computer Skills</i>	Basic Word and Excel knowledge
<i>Other Skills</i>	Effective decision-making; perform basic math and computer related tasks
<i>Hours</i>	8:00 am – 5:00 pm; Monday – Friday; more as required
<i>Other</i>	For estimation purposes: In State Travel could exceed 50% of time spent. Out of state travel could exceed 15% of time spent

SUMMARY OF DUTIES AND RESPONSIBILITIES:

- Make outside sales calls to dealers, distributors, and OEMS prospecting for new customers and products; effectively communicate market needs to engineering and manufacturing in product development endeavors; inform company of positive and negative customer feedback.

PRIMARY DUTIES AND RESPONSIBILITIES:

- Utilizes and complies with the Quality Management System
- Evaluate new materials
- Coordinate projects
- Transfer new technology to prototypes
- Produce total quality sales
- Utilize technical knowledge of product for new sales, servicing, excising sales, new product design, direct quotes, new account development, order processing distribution, operations, scheduling, and manufacturing
- Relate manufacturing capabilities to clinical applications and customer needs.

Performs other related duties and assignments as required.