



Job Title: Account Manager
Area of Interest: Plumbing, HVAC, Fire and Water Works, Irrigation
Location: Albuquerque, New Mexico

Job Purpose: This is an important and exciting role responsible for growing our customer and manufacturer base, generating revenue, and building meaningful working partnerships. Our Account Managers work closely with our Inside Sales team to provide the world-class customer service and value for which the Hugh M. Cunningham Companies are known.

Job Duties and Responsibility:

- Serve as a knowledgeable research partner and provide expertise to prospective and existing customers
- Establish and maintain current client and potential client relationships
- Coordinate and communicate effectively with Inside Sales team
- Compile lists of prospective customers for use as sales leads, based on information from the news, business directories, industry ads, trade shows, web sites, social media and other sources
- Travel throughout territory to call on regular and prospective customers to build relationships and solicit orders, or talk with customers by phone
- Display or demonstrate products, using samples or catalogs, and emphasize saleable features
- Enter new customer data and other sales data for current customers into CRM database
- Prepare action plans and schedules to identify specific targets
- Identify and resolve client concerns
- Participate in marketing events such as seminars and trade shows

Skills/Qualification:

Excellent verbal communication, effective closing skills, motivation for sales, organizational skills

Education and Experience:

Bachelor's degree in sales or marketing related field and/or 3 to 5 years' related experience. Outside sales experience in related industry, preferred not required. Proficiency with Microsoft Office (Word, Excel, PowerPoint). Proficient in the use of technology (computer/tablet). Familiar with mobile applications.