

Job Title: Account Manager

Role Facts:

AmeriLux Family of Companies (AFoC) is hiring! This position is created through company growth! You will be responsible for establishing and maintaining business relationships with decision makers and working with internal sales leaders to help drive the needs of our business with key existing and new customers. In this role, you will work both with external contacts and the internal AmeriLux teams to help achieve set sales initiatives, drive key business strategies, and provide sales analysis on your book of business to best help AmeriLux grow.

Key Responsibilities:

Sales Planning and Execution

- Identifies appropriate sales activities and strategies to achieve both short-term and long-term customer objectives.
- Executes strategic objectives set by leadership to drive revenue growth and customer satisfaction.
- Plans, directs, and documents all sales activities within assigned accounts, ensuring alignment with organizational goals.

Customer Relationship Management

- Promotes total quality management through active participation, ensuring continuous improvement in service delivery to both external and internal customers and teams.
- Conduct sales calls with clients and potential clients, providing expertise and addressing service inquiries assigned by sales leaders.
- Listen actively and demonstrate sensitivity in customer interactions to enhance relationship building.
- Evaluates customer issues and situations to identify problems, opportunities, or new products/services that benefit the customer.

Benefits:

The AmeriLux benefits package includes a nationally award-winning zero-dollar deductible healthcare plan created to ensure peace of mind and comprehensive care for all A-Team family members. Our onsite healthcare clinic, free to all team members, provides convenient access to high-quality medical care with a personalized touch from physicians who take the time to get to know you. In addition, we offer comprehensive dental and vision insurance, as well as disability and life insurance to ensure you and your family are protected. Our benefit plan includes a 401(k) match, employee assistance program, paid time off, and flex spending account access.

Supplemental Pay: Bonus pay, profit share.

About the A-Team:

At AmeriLux, we value culture above all else and look towards the future with optimism. Our goal is to place our team members in a position that will make them feel the most fulfilled. Our team members are empowered to make a play as we believe that the only people who have never made a mistake are those who have never done anything. We value new ideas and use the power of the magic of momentum as we continue to grow and add invaluable new members to the A-Team.