



Account Manager – Entry Level Training in Sandusky, Ohio

American Colors, Inc.

American Colors, Inc. is a customer-focused manufacturer of liquid colorants and specialty chemicals supplied to diverse applications that include paint, coatings, adhesives, composites, films, landscape & agriculture. Our sales representatives are required to manage current accounts and identify prospective accounts within their territory, utilizing industry groups and trade shows to gain presence and knowledge in the industry. This position will have technical support from our labs and manufacturing and will require working in cross-functional teams from other areas of our business.

Summary of Position:

- Midwest territory: travel throughout, with possibility of relocation
- Managing current accounts
 - Customer service, tracking sales, and developing new opportunities
- Finding and vetting prospects
- Assessing opportunities and leads
- Communication
 - Entering new leads, opportunities, and call reports in CRM
 - Regular updates to sales manager
- Willingness to travel to customers, tradeshow, and other American Colors facilities.
- Willingness to work in conjunction with our technical team both remotely and through on-site customer visits.
- Work with sales and marketing groups to understand different markets and develop entry strategies within existing markets

Key Attributes/Qualifications:

- BS/BA
- High level of organization and ability to report on sales projects
- Ability to recognize similarities and draw from past experiences for application to current work
- Self-motivator
- Ability to work independently and collaborate as part of a team
- Must be able to prioritize sales opportunities and leads
- Flexibility and sense of urgency to meet customers' needs
- Technical background or experience is a plus, but not required
- Ability and willingness to learn technical aspects of our markets

Full-time Employee Benefits:

- Health, vision, dental and short/long-term disability insurance
- Vacation and sick time
- 401K with company match
- ESOP – Employee Stock Ownership Plan
- Profit-sharing bonus program
- Continuing education tuition reimbursement