



Account Manager
Relay & Power Systems
Conshohocken, PA

Company Overview:

Relay & Power Systems (RPS) has an experienced core of engineers, designers, panel builders and technicians. RPS specializes in manufacturing auxiliary relays; custom relay, instrument and control panels; and provides technical services and turnkey solutions to utility and industrial customers. RPS is a subsidiary of Rumsey Electric Company – a dynamic, employee-owned electrical distribution company serving Eastern PA, NJ, DE and MD. In existence for over 100 years, Rumsey provides a competitive salary and benefits package, along with diverse opportunities for long term career development. The Rumsey team consists of over 250 employee owners that thrive in a fast-paced customer service environment. Rumsey just may be the company you've been looking for!

Benefits:

- Flexible work hours
- Stock ownership
- 401(k) with employer matching
- Medical/Dental/Vision/Prescription
- Life and Disability Insurance
- Flexible Spending Accounts
- Company issued smartphone and laptop

Position Objective:

We have an opening for an account manager reporting to the Vice President and General Manager based out of our Conshohocken location. The Account Manager is responsible for promoting RPS products and services to assigned accounts and their partners and represent the business interest of RPS. The primary focus of the Account Manager is outside sales, where development, coverage and penetration of the assigned accounts are required at a strategic and tactical level. The Account Manager will maintain and develop an existing customer base and work proactively to secure strategic relationships with new and existing clients.

Essential Functions:

The essential functions are the tasks, duties and responsibilities that are critical to the job; the employee must be able to perform the essential functions with or without reasonable accommodation.

- Contact current and prospective customers to develop and clearly articulate RPS value proposition for products and services.
- Keep CRM system up to date with account, contact and opportunity pipeline information.
- Attend sales meetings and other company meetings as requested; may attend industry shows and conventions.
- Professionally represent RPS in presentations, briefings and trade events.

- Entertain customers; maintain good will.
- Promote customer training (lunch and learns, etc.).
- Contribute to annual budgeting and forecasting process.
- Forward information on competitors' activities, and possible sales leads.
- Plan strategy, goals and objectives for each account.
- Regularly meet or exceed sales targets.
- Evaluate client annual reports and 10K to align RPS capabilities with client goals and present this to executive level in the client organization.
- Make calls independently or with internal resources including technical and management in an effort to achieve account goals.
- Interact with RPS management and technical team to develop customer strategies, coordinate follow-up effort, maximize profits, close orders and ensure efficient and effective project delivery.
- Manage the proposal delivery process, including follow-up, and work with RPS resources to develop proposals.
- Pursue desirable business that aligns with company goals.
- Maximize gross margin and achieve RPS profit goals from assigned accounts.
- Participate in project management meetings with a goal to ensure customer satisfaction and identify other revenue generating opportunities.
- Regularly review all pertinent sales reports. Provide value-added service by helping customers find more efficient relay, protection and control and power systems solutions.
- Represent the company at all times in a public relations capacity.
- Submit call, expense and other reports as required.
- Work with various RPS resources to ensure timely resolution of all account issues to maximize customer satisfaction
- Assist in collecting from delinquent accounts; may obtain credit information from new customers.

Requirements:

- Bachelor's Degree, or commensurate experience.
- 10 years sales experience, preferably with related products or services, or with similar clients in the Utility, Industrial and A&E environment.
- Strong oral and written communication skills.
- Strong customer orientation.
- Strong organizational and multi-tasking skills.
- Strong analytical skills.
- Ability to work independently to generate sales.
- Strategic thinker.
- Decision maker.
- Proficient with Microsoft Office products (e.g. Word, Excel, etc.) and the ability to learn new software.
- Strong influencing skills, intuitive and moderately assertive.
- High abstract reasoning skills – solutions oriented.
- Self-motivated – goal orientation.
- Detail oriented.
- Honest, ethical and exudes integrity.

If you meet the criteria outlined above, we encourage you to apply. To apply online, [Click Here](#) to complete our employment application.

EOE M/F/D/V