



JOB PROFILE

TITLE: Key Account Manager (KAM)
REPORTS TO: Vice President, Sales & Marketing
FLSA STATUS: Exempt

GENERAL SUMMARY

The **Key Account Manager (KAM)** will report directly to the VP of Sales & Marketing and is responsible for achieving the company's execution plan for sales and profit targets. This position will be working directly with top level corporate accounts plus international Sanden partner companies to ensure planned sales targets are achieved. The KAM responsibilities will include the management of equipment, new products and parts and will be interfacing with Customer Service, Production Control, Finance, QA, Engineering, Planning/Development and Operations.

ESSENTIAL RESPONSIBILITIES

- Oversee customer relationship of Key accounts and International Sanden companies.
- Maintain pricing and forecasting for specified Key accounts.
- Process and manage orders received from Key accounts and Sanden companies.
- Responsible for forecasting of equipment and parts sales.
- Conduct quarterly business review with Key Accounts.
- Present new product ideas and get the voice of the customer (VOC)

JOB SPECIFICATIONS

- Key accounts can be very demanding and as the account manager, it will be your reasonability to make decisions that will maintain high customer satisfaction while protecting the company's manufacturing efficiencies and SandenVendo's profitability.
- Process production requests for orders received from International Sanden Companies.
- Maintaining proper inventory levels to reduce lead-times for customer orders relying on accurate forecasting.

EDUCATION & EXPERIENCE REQUIREMENTS

- Bachelor's degree or equivalent work experience.
- 5 years of experience managing key account sales in a manufacturing environment.
- Knowledge of, or ability to learn, IQMS MRP and Sales Tracker system.
- Proficient in Microsoft Office (Word, Excel, PowerPoint and Access). Knowledge of manufacturing process is a plus.
- Strong forecasting skills utilizing a formal forecast system or ability to utilize other forms of statistical analysis to determine workable forecast procedures.
- Work independently with little supervision by scheduling and monitoring workload and establishing priorities.
- Strong communication skills required in managing daily issues.

DISCLAIMER: The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this position. They are not intended to be constructed as an exhausted list of responsibilities, duties and skills required of personnel so classified, nor do they indicate union or non-union status.