

Account Manager

Job Description

Exercise your drive for success to create sales results!

As Account Manager you will learn about new and innovative products and services, and work with a variety of technical groups within usCalibration to provide innovative solutions to a variety of sophisticated customer issues and challenges. Technical groups within usCalibration include IT, Logistics, Service, Equipment Sales, and Tool Fit Engineering. The Account Manager position provides valuable and sophisticated professional experience and the opportunity for significant career advancement in a fast-growing organization. You will ensure that our target market (manufacturers, laboratories, medical facilities, and field service groups) is aware of our world class and innovative products/services. One example of these products is xTrak®, the world's first cloud computing test and measurement asset management system.

Positive, resilient and responsive energy and assertiveness are required daily of this position. It also requires the applicant to meet deadlines and customer needs, and to make and meet aggressive sales goals.

Responsibilities

- Generate sales from prospects and existing customers
- Analyze customer needs and structure solutions with our five fulfillment centers.
- Make and meet aggressive sales goals
- Pursue new business through cold calling (if/when needed), referrals, trade shows, customer visits, etc.
- Work directly with CEO to develop strategies and handle high stakes sales
- Coordinate, communicate, and report sales activities as appropriate

Key Characteristics

- Strategic thinker with strong analytical skills
- Desire to work in an entrepreneurial environment
- Disciplined in approach, intensely goal oriented
- High degree of integrity, maturity and self-confidence
- High drive and energy, sense of urgency
- 100% responsible for results, sees obstacles as challenges and opportunities
- Deals effectively with complex ideas and concepts
- Ability to make quick analysis and judgments
- Excellent verbal, social and interpersonal skills
- Passion for sales

Key Competencies

- Excellent presentation skills: successful candidate will have the ability to represent usCalibration to both customers and company management



Innovative Software and Services for the Calibration and Maintenance Community

- Ability to work with minimal supervision regarding time management, scheduling and other typical business matters.
- Adapt easily to change in an entrepreneurial driven environment
- Solve problems in a complex and highly technical climate with a high degree of efficiency
- Doesn't take "no" personally
- Computer literacy

Educational Requirements

- Bachelor's Degree required
- 3.0 GPA or higher required

Additional Requirements

- Travel will be required as needed
- Position will be based in the LA/Orange County area
- All applicants must be willing to submit to a pre-employment drug test

Company Overview

usCalibration Incorporated provides world class solutions for world class companies. usCalibration is a rapidly expanding ISO 17025 technical service, software, and logistics provider based in Irvine, California. Fast-paced and results-oriented environment. Since 1997 we have provided instrument and system repair/calibration services, logistics management, and Internet-based software management systems to the manufacturing community. Attentive customer service, technology integration, a focus on quality, and the use of cutting edge technology and multi-tier database architecture, providing the fastest response and shortest turnaround time in business, ensuring superior customer service to our clientele. Our client base is comprised of hundreds of companies large and small, including Toshiba, Raytheon, APC|MGE, TORO, and more. Our quality system is accredited to ISO 17025 by the most widely recognized laboratory accreditation body in the United States, A2LA. usCalibration uses world class business principles drawn from Six Sigma quality control, Lean Manufacturing and Valve Engineering.

COMPENSATION: Excellent starting pay. Base + Commission.

POSITION AVAILABLE: Immediately

usCalibration offers employees an excellent benefits package including medical, dental, and vision insurance coverage, 401(k) plan with a generous company match, paid vacations and holidays, and a smoking/drug free facility.

CONTACT

Email your resume to: Vincent Yuen, Human Resource Coordinator, recruiting@uscalibration.com .

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