

# **Senior Account Manager-Hero (PCX Wants YOU!)**

**(Hiring worldwide in our HB location and remote: USA, France, China, Malaysia, Brazil, Mexico, Poland, Israel, Romania)**

Do you like your job now, but don't love it? Are you bored because it's February and you've already met quota for the year (don't they see the sales hero right in front of them, or do they just reward you with more quota and no recognition)? Do you have solid relationships with major electronics manufacturers, both OEM and CEM that could result in much greater commissions in the right opportunity? Are you at a company with so many salespeople that many of the best OEM/CEM accounts are already taken? Do you want to feel that you are having a big positive impact on the company you are working with?

If you are a veteran hunter searching for an exciting opportunity in sales where your efforts are recognized and rewarded with uncapped earnings, then PCX is the dream spot for you. If you are intrigued by the thought of being in a team oriented environment, then again you have found your new home. PCX Inc. is on several global coveted AVLs and growing that number every day: Come to where the AVLs are; come to PCX!

Pacific Component Xchange (PCX, Inc.) is an expanding U.S.-based independent, stocking distributor of electronic components with over 110,000 line items and over 2 billion parts in stock. PCX is headquartered at our primary distribution center (a 52,000 square foot ESD-certified facility) located in Huntington Beach, CA. PCX is actively recruiting highly motivated professionals to become a part of a dynamic organization and industry. Our organization is highly recognized as a leader in quality control with several key certifications including: AS9120, IS9001-2008, ANSI ESD S20.20-2007 as well as being a member of the board of the IDEA, ERAI, and NEDA. Translation: PCX has all the bells and whistles to help you grow your numbers in your existing accounts as well as get you into accounts you couldn't get into before!

Reporting to the Director of OEM/CEM Sales, the Senior Account Manager position has primary responsibility for initiating and maintaining client business relationships and developing new accounts via in-person meetings. The sales audience includes: C-levels, Senior Executives, VP's, Managers, Planners, Purchasing Agents, and/or Engineers, at private and public OEMs, CEMs, and Franchised distributors (medium-sized companies up to Fortune 500). PCX is seeking proactive, innovative and enthusiastic individuals for an exciting and rewarding position.

The Senior Account Manager will focus on the following activities to grow sales of the company's products and services for key accounts and/or a geographic area.

## **Responsibilities and Duties:**

- Understanding and execution of the PCX sales process and information systems
- Prospect for new accounts and identifying new opportunities within assigned account base and geographical territory worldwide
- Create demand and sales opportunities utilizing our proprietary 'Auto-part-match' database system
- Forecast and commit to achieve a sales target for assigned focus accounts and geographical territory
- Find and develop opportunities in the assigned territory; understand customer organization of key accounts including developing relationships with key purchasing and engineering teams
- Manage contract negotiations with key accounts for excess material management, quality systems training, and electronic component procurement from PCX
- Assist Director of OEM/CEM Sales to plan, organize and implement sales programs for the organization; responsible for achieving overall sales objectives; develop forecasts and reports on product sales
- Manage expenses according to department policies and guidelines when traveling and visiting clients
- Follow up with customers to determine satisfaction with products and services; relay this information to Inside Quality managers and upper management for constant improvement of PCX offering
- Assist in developing pricing strategies and price quotations for customers; help maintain database of customer quotations; participate in price negotiation meetings with customers as needed
- Develop and maintain communications in a cooperative and professional manner with all staff members and customers; answer incoming phone calls, promptly respond to customer inquiries and provide courteous customer service to clients
- Effectively present information to top management or larger group of people as required to promote PCX account penetration strategies

## **Requirements:**

- 3-5+ years of sales experience in Independent Distribution environment preferred

- Able to travel and have reliable transportation and clean driving record
- Must be committed to working extended hours as the customer requires
- Must be able to lift up to 40 pounds (presentation materials)
- Must be able to sit/drive for extended periods of time
- Must have at least 3 face to face meetings with target clients per month
- Present a professional appearance and communicate effectively with customers via all media (IM, Email, Phone etc)
- Must be comfortable in a wide variety of business and social situations
- Proficiency using PCs and their various software applications including Microsoft office suite (namely excel, word, power point, and outlook)
- Bachelor's degree or equivalent experience not required but preferred