



## POSITION DESCRIPTION

**TITLE:** Field Sales Account Manager  
**REPORTS TO:** Regional Sales Manager  
**DEPARTMENT:** Sales

**STATUS:** Exempt  
**EEO CODE:** 4  
**ORIGINATION DATE:** 6/5/2007

### JOB SUMMARY:

The Account Manager provides key account leadership for designated customers served by A. E. Petsche Company. This position provides overall sales and customer service for accounts and supports all aspects of the business needs of the company. The Account Manager creates and executes a sales strategy to win major customers for A. E. Petsche Company and develops ongoing relationships with designated accounts. He/she is expected to work with the customer's buying organization to create a long term relationship with the account and serve as the customer liaison.

### PRIMARY DUTIES AND RESPONSIBILITIES:

- Markets A. E. Petsche Company's products and services to companies in the assigned markets.
- Provides leadership for the entire sales and sales support organization
- Develop and manage account plans/profiles
- Create and develop customer solutions and sales proposals.
- Lead in the negotiation of long-term contracts.
- Develop, attain and exceed forecast sales objectives for Company products and services.
- Identify, understand and analyze product sales applications, new product opportunities and innovative new sales ideas.

### COMPETENCIES:

Minimum	Preferred
<ul style="list-style-type: none"> <li>• Negotiating</li> <li>• Perseverance</li> <li>• Listening</li> <li>• Written Communications</li> <li>• Presentation Skills</li> </ul>	<ul style="list-style-type: none"> <li>• Interpersonal Savvy</li> <li>• Approachability</li> <li>• Action Oriented</li> <li>• Process Management</li> </ul>

### TECHNICAL/FUNCTIONAL SKILLS & KNOWLEDGE:

- Excellent understanding of the wiring and connector industry
- Ability to design, sell and implement complex wiring and connector solutions
- Sales Proficiency
- Project Management
- Computer skills in Microsoft Office and AS400 applications
- Effectively analyze financial data and draw appropriate conclusions

### QUALIFICATIONS:

- Minimum Qualifications:**
- Bachelor's Degree or equivalent experience
  - Should be self-disciplined, a self-starter and possess strong written and oral communication, leadership, problem solving, planning and organizational skills
- Preferred Qualifications:**
- 3 – 5 years experience in technical sales in the aerospace, defense or electrical component/wiring industry.
  - A superior level of comprehensive business skills and knowledge in corporate, technical, product, industry and competitive areas related to the product offerings of A. E. Petsche Company.
  - Extensive experience in negotiations of contracts with technology companies and/or government agencies.

### PHYSICAL REQUIREMENTS:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Standing and Walking:	Less than 30%
Hand and Finger Dexterity:	More than 85%
Talking and Hearing: (via phone/in person)	More than 85%

Close Vision and Sitting:	More than 70%
Travel:	Occasionally
Lifting (less than 20 lbs):	Occasionally

This position description is meant to describe the typical kinds of duties or difficulty level that may be required of positions with this title. The use of a particular expression shall not limit or exclude other duties or difficulty levels not mentioned. This position description is not meant to limit or modify AEP's right to assign, direct or control the work assigned to this position.