

# Account Manager

Industrial Electronic Supply, Inc.

Specializing in **industrial automation, controls, drives, power distribution, and instrumentation**, Industrial Electronic Supply, Inc. (IES) has been delivering leading products and the latest technologies **supported by superior service since 1963**.

As we expand our team to ensure our ability to serve our growing list of customers, we have an opportunity for a self-motivated, results-oriented **account manager who can excel in consultative sales**.

If a **career** that allows you to **contribute to the success of customers across the many important industries IES serves by delivering the latest technologies and product solutions** intrigues you, this could be the **ideal opportunity for you**.

---

## PRIMARY RESPONSIBILITIES

- Call on and routinely interact with engineers, maintenance and purchasing professionals
- Cultivate and preserve strong relationships with customers and partners
- Work to ensure customer satisfaction by providing exceptional service, including technical support as necessary
- Prospect new business
- Continually develop your product knowledge and participate in manufacturer product training
- Identify customer needs and recommend solutions based on products and services offered
- Educate customers and provide product demonstrations
- Prepare presentations, quotes and/or proposals, and negotiate to close orders

## ESSENTIAL EXPERIENCE, EDUCATION & TALENTS

- Familiarity with products, tools, and applications, as well as basic electrical knowledge, and an understanding of automation and controls preferred
- Degree in engineering, industrial distribution, or equivalent degree or industry experience preferred
- Sales experience with strong prospecting skills and work ethic
- Effective listening, communication, presentation, and negotiation skills
- Ability to successfully manage a sales territory, connect with customers, and forge solid business relationships
- Ability to recognize sales opportunities beyond the customer's perceived needs or requirements, present solutions and product recommendations and close sales
- Passionate about serving customers and ensuring success
- Outside sales position requires frequent travel within an assigned area, which may include some overnight travel
- Must possess a valid driver's license and maintain an acceptable driving record
- Drug screen and pre-employment aptitude tests are required

---

Industrial Electronic Supply (IES) is a **privately owned wholesale distributor of high-tech industrial products and solutions**, which is headquartered in Shreveport, Louisiana. Through more than five decades of organic growth, IES has added stocking locations and today operates ten branches across five states in the central/southern U.S., including **Arkansas, Louisiana, Mississippi, Oklahoma, and Texas**.

As IES continues to expand our geographic reach, **we are looking for bright-minded, hard-working people who fit our servant-based leadership culture**, as we continue to serve the needs of our ever-expanding list of industrial customers.

### **TOP REASONS TO KICK YOUR CAREER INTO GEAR WITH IES**

- The chance to be part of a team/family dedicated to constantly improving and inspiring loyalty.
- Your contributions to the customers and industries we serve, and ultimately the impact we all make on our world.
- With almost all weekends and holidays off, plus schedule flexibility when appropriate, work-life balance is possible.
- Opportunities for training and personal growth.

### **BENEFITS AND COMPENSATION**

- Competitive base salary plus commission
- Ongoing training
- 401K plan with employer matching
- Group health insurance + life insurance
- Short and long-term disability insurance
- Paid vacation, sick leave and holidays
- Paid volunteer day to serve with a non-profit of your choice

IES is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, protected veteran status, disability, or any other basis protected by federal, state, or local law.

IES also maintains a drug-free workplace and requires pre-employment substance abuse testing.

---

### **EMAIL YOUR RESUME**

employment@goIES.com