



Manager, Strategic Accounts

Positions Available in Chicago, New York, SF Bay Area/ Los Angeles

For over 100 years, **Sloan** has been the world's leading manufacturer of water-efficient solutions that are built to perform, guaranteed to last, and designed with promoting a healthy environment through water conservation. We have an immediate need for a **Manager of Strategic Accounts**. In this role, you will be charged with promoting Sloan products to architects, designers, engineers, contractors, developers, owners and end-users. In addition, you will effectively gain specifications for Sloan products on projects in key vertical segments in addition to managing the opportunity pipeline and working closely with channel partners to convert opportunities into profitable sales.

Key responsibilities:

- Establish key relationships with leading area influencers. Create product demand and brand preferences.
- Create and pursue opportunities within region of responsibility. Deliver profitable sales targeted products as established annually.
- Drive new product sales. Effectively gain specifications and acceptance of new products among key influencers.
- Provide insight to PLMs regarding new product opportunities, market trends and competitive feedback.
- Support local regional channel manager and rep agencies and assist in project pursuit, specifications and approvals.
- Maintain ongoing communication with rep agencies to review pipeline opportunities and quoted projects.> Initiate and track all jobs utilizing cloud for sales program.
- Participate in relationship building industry events, trade shows, associations, affiliations, etc.

Requirements

Bachelor's degree in sales, marketing, business or related field. Minimum of 5-8 years sales experience in industrial, commercial or architectural sales with proven track record of closing targeted customers and/or projects. Demonstrated success selling to architectural, designer and or engineering entities. Strong computer and technology skills. Excellent organization, planning, leadership, negotiation and analytical skills are essential. Strong product and/or industry knowledge along with effective interpersonal and communication skills. Ability to travel 50-75%.

We offer a highly competitive compensation and benefits package, including:

Medical, dental, vision, and prescription drug coverage. Life and AD& D insurance, dependent life insurance, STD, LTD and flexible spending accounts Employer matching 401K, PTO and company paid holidays.

If you are seeking a unique challenge, please submit your resume, in a Word/PDF format in confidence to: careers@sloan.com .
Job ID #17-16. For additional company information please visit our website at www.sloan.com.

An Equal Opportunity Employer