

Job description

The Role:

As an Account Manager for N.C.C., you will play a pivotal role in driving our Central Oregon business growth by nurturing relationships with our valued customers and proactively identifying new business opportunities and potential clients. You will be responsible for managing accounts, negotiating contracts and ensuring customer satisfaction through exemplary service. Eligible candidates will have at least 3+ years' experience in sales roles as well as a working knowledge of HVAC systems.

Responsibilities:

- Cultivate and maintain strong, long-term relationships with existing clients, understanding their needs and preferences
- Proactively identify new business opportunities and potential clients within assigned territories or industries
- Effectively negotiate contracts, pricing, and terms with clients to maximize profitability while ensuring customer satisfaction
- Organize and communicate with clients and with the Bend technician team to develop HVAC/Boiler/Control solutions
- Prepare and deliver quotations to clients in a timely and accurate manner, addressing their specific requirements and budget constraints
- Monitor relevant websites for RFPs and provide proposals appropriately.
- Collaborate cross-functionally with sales, marketing, and technical teams to best serve client needs and drive revenue growth
- Serve as the primary point of contact for client inquiries, concerns, and escalations, ensuring prompt resolution and high levels of customer satisfaction
- Keep ahead of industry trends, market developments, and competitor activities to identify strategic opportunities and potential risks

Qualifications:

- 3+ year's experience in Sales/Account Management
- Working knowledge of the HVAC industry
- Demonstrated ability to generate new business and drive growth
- Strong negotiation skills with the ability to close deals and drive revenue growth

- Must possess exceptional organizational skills with an emphasis on meeting customer deadlines
- Ability to understand and articulate technical concepts and product specifications to clients
- Demonstrated ability to work independently and as part of a collaborative team
- Able to travel as required, occasionally

Benefits:

- 401(k) with match
- Company Cell phone
- Company car
- Company Laptop
- 100% Employer Paid Medical/Dental/Vision/Disability/Life Insurance
- Profit Share
- Flexible Spending Account
- PTO
- 9 Paid Holidays

Schedule:

- Monday to Friday

Supplemental Pay:

- Bonus opportunities

N.C.C. is an equal opportunity employer committed to diversity, equity, inclusion and accessibility in the workplace. Diversity is ingrained in who we are and how we do business. We invest and care about our employees' wellbeing and provide a plethora of growth opportunities.