

## **Strategic Account Manager – Defense & Aerospace Industry Focused**

We are currently seeking to hire a Strategic Account Manager to join our team! You must be passionate about and experienced in the Aerospace and Defense Industry. You will be responsible for overseeing the sales process and developing customer relationships to drive company revenue within the Defense and Aerospace market.

EI Manufacturing Services specializes in –

- Design services spanning “Build to Spec” to “Design to Spec”;
- Integration, and delivery of flight qualified hardware;
- Advanced Special Test Equipment (STE);
- Manufacture of complex electronic circuit card assemblies and other electronic components and subsystems.

As our Strategic Account Manager, you will drive business development efforts, and be hands on in every stage of the sales process—through the closing of the sale. The Strategic Account Manager will work in an office environment with some portion of your week interfacing with the EEI team, and in the field meeting with customers. This role requires someone experienced in Aerospace and Defense sales, who possesses existing relationships with DoD Prime Contractors and Subcontractors.

### **Duties and Responsibilities**

Work with Senior Management on Sales Strategy;

The Strategic Account Manager will collaborate with senior management to maintain and expand our existing sales strategy based on customer requirements and current market research.

### **Conduct Product Presentations**

EI Manufacturing Services presentations are maintained and conducted by Strategic Account Manager. You must gain a thorough knowledge of the product(s) and/ or service(s) being demonstrated to convey benefits and answer questions accurately.

### **Key Performance Metrics**

The Strategic Account Manager must be able to track data to report win/loss metrics to Senior Management, that align with Key Performance Metrics. It is your responsibility to monitor productivity assuring you are meeting or exceeding the key performance indicators. This data will be utilized to make strategic decisions, such as making recommendations to Senior Management regarding the sales strategy.

### **Communication with Senior Management**

The Strategic Account Manager is in constant communication with senior management. You will create reports based on sales data at regular intervals and present the data in a way that will assist senior management.

### **Account Manager skills and qualifications**

- Bachelor's degree in business, engineering, or a related field
- Minimum 10 years sales, Business Development experience in the Defense / Aero Industries.
- Exceptional problem-solving skills to help resolve customer complaints or needs
- Excellent verbal and written communication skills to communicate EEI's capabilities to customers.
- Up-to-date understanding of industry trends
- Strong customer service and interpersonal skills for dealing with various customers
- Exceptional analytical skills for analyzing client data
- Time management and multitasking skills in order to handle multiple tasks and clients
- Advanced motivational and negotiation skills
- Strong organizational skills and attention to detail