



Intellihot

## **Strategic Account Managers – Lodging / Restaurant**

### **Essential Duties and Responsibilities:**

- Management of assigned major Lodging or Restaurant Account Relationships.
  - Develop and execute action-oriented account plans for each assigned account with clearly defined goals, strategies and tactics.
  - Utilize CRM to manage and communicate progress on accounts and projects.
  - Establish an intentional Intellihot presence and credibility with assigned accounts, their extended organizations and channel partners.
  - Achieve and surpass established quarterly and annual sales goals in orders from assigned accounts.
- Develop new accounts as assigned.
- Coordinate team activities between Intellihot RSMs and independent reps to successfully execute customer and project strategies.
  - Build effective and cordial relationships with RSMs and Reps.
  - Identify and manage conflicts proactively and professionally.
  - Identify and provide feedback to business regarding:
    - Competitive process, product and pricing.
    - Under and unfulfilled customer needs.
- Maintain and submit required reports, expense records, etc. in a timely, accurate and professional manner.
- Achieve widespread recognition as adding value to the sales process.

### **Qualifications:**

- 10 years' experience selling technical products or services at the executive level, preferably in the Plumbing equipment or HVAC industry.
- 5 years' experience managing large, complex global/national/strategic accounts.
- Experience with Lodging market highly desirable.
- Demonstrated ability to work in a self-directed environment.
- Familiarity with construction and renovation business structures and processes.
- Ability to read and interpret blueprints and construction documents and specifications.
- Effective communicator, both verbal and written.
- Ability to travel 60%.
- Proficient in MS Office.