

Success Profile - Account Manager - Houston – Seattle – Philadelphia – Belle Chasse

Core Requirements

**Exemplify the Cultural Commitments of Point Eight Power.
Help Point Eight Power WIN!**

Responsibilities

The overall objective of this position is to generate growth by exploring new opportunities with potential and existing clients.

The key responsibilities of this position include:

Reviewing and understanding bid documents and estimates

Inputting client information into a Customer Relationship Management (CRM) software application

Following up with clients post-delivery of services

Maintaining a productive relationship with existing clients

Promoting Point Eight Power services and products to potential clients

Requirements and Qualifications

Interpersonal Skills: Excellent verbal communicator, able to represent both Point Eight Power and client effectively

Intrapersonal Skills: Highly strategic and energetic individual

Technical Experience: Knowledge of electrical control and distribution systems and experience in application development and solution selling

Experience: 2 or more years of business-to-business sales experience

Education: High School Diploma required; Bachelor's degree in Marketing, Communications, or Engineering preferred

Other: Ability to travel 15-20 days per month

Contact:

Point Eight Power

Attn: Recruitment

1510 Engineers Rd.

Belle Chasse, LA 70037

Phone: 1-800-284-1522

Email: careers@pointeightpower.com