

Clarity Water Technologies, LLC

JOB SUMMARY – ACCOUNT MANAGER

Perform as the account manager of water treatment services in the Metro NYC Region for Clarity Water Technologies. Will be responsible for maintaining and providing water treatment service and consultation for existing customer base, as well as growing business to new clients within a designated region that includes including NYC, northern NJ, and lower NY state.

DUTIES & RESPONSIBILITIES

- Serve as the account manager for designated customers with regards to all aspects of their water treatment needs.
- Collects, compiles, and interprets facility data to ensure successful water treatment program for steam boilers, cooling towers, hot and chilled closed water systems, and potable water with regards to pathogen management and prevention.
- Negotiates new service contracts and manages existing service contracts. Completes quotes in a timely manner.
- Works to develop a strategic plan for the development of new accounts and improvement of customer services.
- Provides continuous servicing of existing internal and external products and services. Participates in the selection of outside services (if needed).
- Demonstrates a commitment to customers by: complying with all applicable safety regulations; learning the impact of errors; reporting actual and potential errors, as well as hazardous conditions; identifying problems to increase safety and participating in safety education programs and root cause analyses, as required. Maintains established policies and procedures, objectives, quality assessment, and safety standards.
- Provides outstanding service to all customers; fosters teamwork; and practices fiscal responsibility through improvement and innovation. Responsible for developing and implementing a sales plan to meet sales objectives.
- Identifies prospective customers, makes sales calls, and markets products and services.
- Attends meetings as required, and participates on committees as requested.
- Represents the company in local, regional, and national organizations, as requested.
- Enhances professional growth and development through participation in educational programs, current literature, in-service meetings, and workshops.

REQUIRED SKILLS & ABILITIES:

- Strong grasp of principles of sales and account management.
- Ability to work without direct supervision.
- Completes work under pressure due to deadlines.
- Self-starter with the ability to take initiative.
- Intermediate computer skills.
- Proficiency in growing a network of contacts.
- Must possess a valid driver's license and maintain a good driving record.
- Plumbing, electric, equipment expertise and troubleshooting a major plus.

- Must be able to lift at least 50 lbs for purposes of handing chemical pails and drums.

EDUCATION & EXPERIENCE

- Bachelor's degree preferred, especially in engineering or science related discipline. A combination of formal education, training, and experience may be considered.
- Minimum five years' experience in industrial water treatment sales and service.