



Position: Account Manager
Reports to: Director of Sales and Marketing

Company Overview

For more than 25 years, Aqua-Hot Heating Systems, Inc. has been one of the most recognized and trusted brands in the recreational vehicle (RV) industry. We offer premium products that provide RV owners with exceptional comfort while saving fuel, reducing emissions, and adding real value.

Owners of high-end RVs demand Aqua-Hot hydronic heating systems. Original equipment manufacturers in the US and around the world choose Aqua-Hot products to meet this demand. Aqua-Hot supplies more than 40 original equipment manufacturers in North America, China and Europe.

Fleets and industrial equipment companies rely on Aqua-Hot's Work Ready Products, getting vehicles ready to go and keeping workers warm while reducing emissions and complying with anti-idling laws.

Essential Duties and Responsibilities

- Managing and selling accounts
- Prospecting new accounts
- Identifying growth areas within existing accounts
- Maintaining, cultivating, and developing positive business partner relationships within all levels of assigned customers' organizations
- Maintaining and expanding existing relationships between Aqua-Hot and the customer
- Supporting negotiations of various supplier agreements including MoUs, Pricing, and Warranty
- Creating strategic business/sales plans and effectively executing the plans.
- Effectively and professionally present sales and marketing information to both customers and company management team
- Extensively travels (50% or more) to customer locations, trade shows and events
- Creating and delivering PowerPoint presentations including features and benefits, and technical and sales training
- Effectively communicate the market, channel, and customer input back within Aqua-Hot teams

Education and/or Experience Requirements:

- Two to five years account management and sales experience required



Knowledge and Skill Requirements:

- Excellent communication skills (verbal and written)
- Ability to exercise tact and good interpersonal skills
- Time management skills
- Ability to write and deliver reports
- Professionally deliver presentations and speak in front of groups
- Analytical skills
- Problem solving skills
- Ability to be pro-active
- Ability to read, understand and communicate technical documentation
- Be a self-starter, a highly motivated person
- Proficient in using Microsoft Office Products

Our Benefit Package Includes

- Medical
- Dental
- Vision
- 401(k) Plan
- Paid Holidays
- Profit Sharing
- Long Term Disability
- Educational Assistance