



Company: The Corporation for Manufacturing Excellence (Manex)
Title: Account Manager/Account Executive: Sacramento and North Bay
Reports To: Director of Sales
Location: SF Bay Area and Northern California (office located in San Ramon, California)

Responsibilities:

Candidates must have a proven track record in selling manufacturing services or other non-tangibles. You must have very strong communication skills as you will interact frequently with senior management from the manufacturing client side, as well as the management team within Manex. The ideal candidate will have an eye for detail and offer creative solutions. Responsibilities will include:

1. Identify new potential clients; generate leads; high volume prospect and cold calling
2. Assess client needs and lead the sales cycle; work in conjunction with our expert consultants to develop solutions for clients and prospects
3. Develop project plans and budgets
4. Lead multiple client relationships simultaneously
5. Identify on-going or additional needs at client site; ensure quality of delivery of engagements

Desirable Skills:

1. Superb sales, business development and account/client management skills
2. Project management, project planning and budgeting skills
3. Effective presentation skills, including C-level and board level presentations
4. Manufacturing and distribution industry expertise: Aerospace, Food, Metal, Automotive, Fab, Assembly
5. Enthusiasm, high energy and a passion for helping clients
6. Ability to work independent and as part of a team
7. Great phone presence and presentation skills
8. Hunter mentality
9. Road warrior

Desirable Experience:

1. Mechanical Engineering Degree with Experience in Continuous Improvement and Lean
2. Ability to “Sell and Do” a project when applicable
3. 4+ years of consultative sales experience, with consistent quota achievement
4. Experience with a premier consulting firm in a manufacturing or supply chain practice highly preferred
5. Highly skilled in MS Office (Word, Excel, PowerPoint, etc.) and the use of a personal computer
6. Spanish bilingual a plus

Manex offers a professional, fast-paced environment with excellent benefits, competitive salary/commission structure and growth opportunities. Please email your CV and three professional references to be considered for this opportunity to careers@manexconsulting.com

About Us:

The Corporation for Manufacturing Excellence (Manex) is a premier consulting services firm focused on the manufacturing, distribution and supply chain industries. Our firm provides a full suite of services, including strategy consulting, workforce development, process optimization and performance solutions.

Our team works closely with clients to increase revenue, efficiency, quality and profitability; we do this by understanding the core business and strategy first, and then creating and implementing high-impact solutions. Our team is passionate about the work we do, and it shows. Our services generate an average of 10-to-1 return on investment, and we’re seeking sales and business development professionals to help us expand.

What makes Manex different? We are very good at what we do. We are a smaller firm that responds rapidly and effectively to the needs of our clients. Our organization is not based on hierarchy – team members are encouraged to interact with others within the organization.