



## Job Posting Associate Account Manager

**Department:** GSI Sales

**Job Title:** Associate Account Manager

**Reports to:** GSI Business Development Manager

**FLSA Status:** Exempt

**Location:** Charleroi, PA – Travel Role

### COMPANY PROFILE

DMI Companies, founded in 1978, is a leading manufacturer of HVAC accessories supplying the commercial, industrial and residential HVAC markets through a vast network of domestic and international distributors. DMI has national standing as an industry leading innovator that possesses integrity and leadership skills which are testaments to the quality manufacturing and operating procedures engaged by DMI Companies. DMI is building a better world for ourselves and our children by providing a sustainable environment through our products, operations and personal conduct.

### OVERVIEW

The GSI Associate Account Manager will assist in the promotion and sale of Pipe and Fittings within GSI's respective territories, including with existing and alternate channels of distribution as well as non-traditional channels to market for all GSI products. The Associate Account Manager will help the Sales Account Managers to cover any areas of their markets that may need extra attention as well as help with any regional trade show or industry events.

Working in conjunction with the GSI's Business Development Manager and the Sales Account Managers, the Associate Account Manager will assist in developing a market strategy to increase the sales of GSI's product line within the market. The Associate Account Manager will work directly with contractors, engineers, code officials and distributors in their region with the objective of gaining new business and achieving sales goals.

**Travel Requirement – 50-75%**

### ESSENTIAL FUNCTIONS

- Assist in the development of regional marketing plan for the product and execute the strategic and tactical actions necessary to implement the plan.
- Effectively communicate the GSI value proposition to distributor partners, contractors, etc. to differentiate GSI from its competition
- Develop new customer accounts alongside the Account Manager
- Service existing customer accounts with exceptional customer service

- Handle customer questions, complaints, and concerns
- Develop relationships with code officials within the region
- Work with mechanical engineers in the region to have our product line specified on projects
- Train contractors and distributors on the appropriate installation of the GS+ product line and review onsite installations to assure proper performance.

## **EXPERIENCE & COMPETENCIES**

- 1-3 years' experience with B2B Outside Sales preferred
- High proficient in Microsoft Office suite
- Power BI, CRM experience a plus
- Excellent time management and organizational skills
- Effective oral and written communication ability.
- Strong understanding of sales processes and marketing
- Must possess outgoing personality with positive outlook and professional appearance
- Remote nature of position requires self-motivation and focus with minimal supervision
- Key attributes – reliability, punctuality and follow through

## **EDUCATION**

- Bachelor's Degree in Business Administration, Finance, Sales or another related field required

**How to Apply:** email resume and salary requirements to [careers@dmicompanies.com](mailto:careers@dmicompanies.com)