



Job Title: Sales Account Manager
Reports To: Sales Manager – USA East Coast

Senko Advanced Components is a recognized Global Leader in Fiber Optic Interconnect products for nearly 25 years in the USA. Based in the Boston area, we are a privately owned company that has continued to grow year after year.

We are looking for a qualified Sales Account Manager to join the Senko Team on the East Coast! You will be working directly with clients to define, specify and implement interconnect solutions. As a Sales Account Manager, you will own and manage the technical relationship with accounts in your assigned territory as well as act as a liaison between your customer, engineering and manufacturing to ensure customer needs are met while achieving your business objectives.

Responsibilities

- Manage a portfolio of accounts to achieve long-term success
- Continues development of key relationships within the existing customer base
- Set and track sales account targets, aligned with company set objectives
- Coordination with inside sales and technical personnel to identify and generate additional opportunities within existing accounts and potential customer networks
- Maintaining accountability for customer contact and sales forecasting

Requirements

- BA in Business, technical degree or equivalent work experience
- Minimum 3 years' experience in B to B Sales of Fiber Optic connectors, cable assemblies or similar electro-mechanical devices
- Experience in direct sales to OEM's developing territories and new business a plus
- Ability to travel (50%)
- Proficient in MS Office

For more information, please send resume to careers-usa@senko.com.