

ABOUT THIS JOB:

SEND RESUME TO: TRUCKER@SCANPAC.COM

Scan Pac is seeking a technically skilled and customer-focused **Account Manager** to support our manufacturing operations. In this role, you will act as a key liaison between our engineering, manufacturing and our valued customers, providing product solutions for their needs. Your technical knowledge of manufacturing processes combined with your sales acumen will be crucial in driving business growth. This role will develop a comprehensive knowledge of metallurgical processes, heavy equipment tolerances, and industrial repair methodologies. The successful candidate will collaborate with internal engineering and operations teams to ensure technically sound proposals, accurate quoting, and successful project execution.

This role demands a deep understanding of metallurgical processes, heavy equipment tolerances, and industrial repair methodologies. The successful candidate will collaborate with internal engineering and operations teams to ensure technically sound proposals, accurate quoting, and successful project execution.

Key Responsibilities:

- Managing customer accounts and generating new sales opportunities to support our Wisconsin and Texas manufacturing locations.
 - Manage collaboration between the customers and Scan Pac team members.
 - Prepare quotes by studying drawings, plans, and related customer documents, consulting with engineering and our technical experts.
 - Ability to navigate technical conversations with the end goal of qualifying a potential lead.
 - Maintain CRM and ERP systems with updated customer interactions, order details, and account information.
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Qualifications:

- 3+ years proven sales experience with a value-added manufactured product.
- Prior manufacturing experience with engineered products.
- Proficiency in reading drawings, understanding of tolerances.
- Experience with ERP systems (CRM experience also preferred).
- Demonstrated experience in project management and time management.
- Solid understanding of manufacturing processes, machinery, and plant operations.
- Demonstrated experience in project management and time management.
- Willingness to travel to customer sites and manufacturing facilities as needed.
- Problem-solving mindset with a strong customer service orientation.

- Strong negotiation and persuasion skills. Demonstrated problem solving and decision-making.
- Superior interpersonal communication skills and customer relationship building.

Benefits & Perks

You'll get a competitive salary paid out on a weekly basis. A comprehensive benefits plan that begins the 1st of the month following your date of hire. This plan includes medical, dental, life, vision, disability, 401k, Paid Time Off, including paid vacation, holidays & personal days, and tuition reimbursement.

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Employee assistance program
- Employee discount
- Flexible spending account
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Referral program
- Tuition reimbursement
- Vision insurance

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All qualified applicants to Scan Pac are considered for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, disability, veteran's status or any other protected characteristic.