



*America's premier innovator, designer and manufacturer of high performance wire and cable with a 60-year history of providing solutions to the toughest problems in the world's most extreme environments. We excel at developing customized products, utilizing our cross-linked irradiation technology, that meet power, signal and data transmission needs—no matter how demanding the challenge—while exceeding standards for quality, durability and safety.*

## **ACCOUNT MANAGER**

### **Position Summary/Objective**

The Account Manager (AM) at Champlain Cable is responsible to coordinate and take ownership of internal activities for assigned strategic customers. This individual will interact with all CCC departments, assigned customers, RSM/Reps.

### **Essential Functions**

- Initial customer inquiry review, product design review, and quotation
- Support CSR group with their assigned responsibilities
- Have understanding, ability and skills level for CSR duties
- Analysis and understanding of Customers, Account trends and needs
- Maintain price lists/Prepare Quotes
- Coordination of product samples/start-up, expediting and other post-sale activities
- Take ownership of all account activities
- Coordinate activities with and in support of Regional Sales Managers
- Maintain quote records
- Create and maintain positive and productive relationships with both external and internal customers
- Other duties as assigned

### **Competencies**

- Attention to detail, flexibility, high level communication (both written and oral) and problem-solving skills in a dynamic, fast-paced environment
- Time management and analysis skills
- Strong written and verbal skills
- Ability to perform frequent calculations for copper price adjustments, metric conversions, advanced mathematical skills
- Proficient in Microsoft Office Suite
- Advanced analytic skills to track, maintain and grow accounts

### **Supervisory Responsibility**

This position has no supervisory responsibilities.

### **Physical Demands**

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift 15 pounds at times.

### **Position Type and Expected Hours of Work**

This is a full-time position. Days and hours of work are Monday through Friday, 8:00 a.m. to 5:00 p.m., 40 hours per week. Occasional evening and weekend work may be required as job duties demand.

### **Travel**

10-15% travel is expected for this position.

### **Education and Experience:**

- Bachelor's degree or equivalent work experience in the wire and cable industry