

Job Description: Minnesota Thermal Science, LLC.

Title: Account Executive

Department: Sales

Reports to: Vice-President of Sales, Plymouth, MN

Job Objective: Successfully lead the attainment of revenue objectives and client acquisition/satisfaction in your assigned territory.

This position is responsible for all sales activities, from lead generation through close in an assigned territory or industry. Develops and implements agreed upon Territory Business Plan which will meet both personal and business goals of expanding customer base and growing revenue, including achieving assigned revenue targets (quotas) in the assigned territory or industry. Responsible for working with the sales and operations and engineering support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values. The Account Executive is responsible for professionally representing Minnesota Thermal Science in all client and prospect interactions.

The Account Executive is expected to run his/her territory as a business, generating a territory and strategic account growth plan that will guide strategy and day to day activities. Territory plan should include:

- Territory description and strategic accounts, including key relationships (current and targeted)
- Trends in the industry/accounts that are driving opportunity
- Goals in your territory including revenue objectives and other non-revenue objectives, including pipeline, client satisfaction, branding, etc.
- Strategy in your territory or strategic accounts, including solutions to leverage, market message, events, leverage of MTS team, etc.
- Investments needed – time, resource, tools, executive support, etc..
- Specific Actions to achieve goals, list all.

Responsibilities include:

- Plan and prioritize personal sales activities and customer/prospect contact towards achieving agreed business aims, including costs and sales - especially managing personal time and productivity.
- Plan and manage personal business portfolio/territory/business according to an agreed market development strategy.
- Set accurate expectations in the market and always maintain high levels of client satisfaction.
- Learn and leverage the use of the MTS sales engagement process, as well as the sales call execution model.

- Professionally manage and communicate the sales engagement from initial lead through close.
- Use customer and prospect contact activities tools and systems, and update relevant information held in these systems including the MTS forecasting tool.
- Prepare and present professional and accurate MTS proposals and quotes that thoroughly present the value of our offering, leveraging the MTS proposal template.
- Work closely and support a productive teaming environment with assigned Inside Account Manager.
- Attend training and to develop relevant knowledge, techniques and skills.
- Sell consultatively and makes recommendations to prospects and clients of the various solutions the company offers to their business issues.
- Monitor and report on market and competitor activities and provide relevant reports and information.
- Provide strong communication of client requirements and a team approach with sales leadership and the remainder of the MTS sales and operations team.
- Provide accurate forecasting based on facts associated with the sales engagement.

Relationships and Roles:

Internal / External Cooperation

- Maintain contact with all clients in the market area to ensure high levels of Client Satisfaction and generate, when able, Client Reference Stories.
- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.
- Maintain professional internal and external relationships that meet company core values. This includes acting as a liaison to appropriate associations, etc.
- Proactively establish and maintain effective working team relationships with all support departments, including the MTS management team.
- Proactively develop an effective and productive teaming relationship with Inside Account Executive that leads to mutual team success.

Job Requirements:

- BS Degree or equivalent in a technical field from an accredited University. Post graduate, secondary education a plus.
- 3-5 years of experience in sales in a related industry, i.e. Pharma, Logistics, Packaging, of a technical/complex solution.
- Experience in selling to small as well as large, complex organizations, “total solutions”, comprised of product and supporting services.
- Extensive experience in all aspects of Client Relationship Management (Account Management), and/or “Cold Chain Logistics”.
- Expected travel, primarily US based, of up to 50% to be successful.

- Experience in early stage growth companies and growing a market is a plus.
- Demonstrated superior communication skills, both written and oral.
- Proven ability to achieve sales quotas.