

REGIONAL ACCOUNT MANAGER



DESCRIPTION:

OK Fab & Machining, an SMF Inc. company, is seeking to hire a highly motivated sales professional with a proven industry track record. This role will exist in and out of the office, visiting customers, developing new business, and managing projects. Our Account Manager must be very self-motivated. OK Fab and Machining is renowned for top-notch customer service. We need someone with strong Account Management and Customer Service skills to carry on this reputation.

RESPONSIBILITIES & DUTIES:

- Use sales techniques to develop, maintain and drive business
- Meet and maintain sales goals
- Assist in the quoting, closing, review, and retention stages of sales cycles
- Provide a top-notch customer service experience to all customers
- Manage new projects as they flow through the shop

QUALIFICATIONS & SKILLS:

- Located in Greater Tulsa, OK area
- Previous sales experience (Required)
 - In outside sale role & manufacturing industry (Preferred)
- Excellent sales, marketing, customer service, and communication skills
- Willingness to learn
- Proficient in Microsoft Office (Required)
- Must be willing to travel throughout region
- High school diploma or equivalent (Required)
- Bachelor's Degree (Preferred but not necessary with adequate experience)
- Valid Driver's License and clean driving record (Required)

PLEASE FIND OUR APPLICATION ONLINE AT WWW.SMF-INC.COM
& EMAIL, ALONG WITH RESUME, TO NICK ESTES AT NESTES@SMF-INC.COM

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