

**Job Title: Sales Account Manager – Technical (Engineering Services)**

**Location: Tulsa, OK**

**Job Code: T001**

**Posting Date: August 10, 2011**

**Closing Date: October 31, 2011**

## **BACKGROUND:**

QAI Laboratories, Inc. provides testing, inspection and certification services to the building products, furniture, industrial materials, transportation and consumer products industries. We are looking for a talented and motivated individual to fill a position in our Business Development and Sales Department. Based at the Tulsa, OK facility, you will be responsible for direct sales activity within your assigned product categories, including growing existing accounts and identifying and developing new business. This position will be responsible for performing consultative technical sales for our target markets, which include flammability, structural and physical testing, and engineering of the products described above. This is a true business development opportunity in an unlimited international territory with a lot of growth potential.

## **DUTIES:**

- You will maintain direct sales responsibility to manufacturers within your assigned categories and you will be responsible for selling QAI's services within your business stream.
- Identify potential clients via research and networking.
- Generate, issue and follow up on proposals, specifying applicable engineering and testing standards, fees and credit terms. Create job orders estimating time and cost of projects.
- Conduct cold/warm client calls and attend/participate in trade shows and association meetings.
- Coordinate marketing campaigns for strategic positioning.
- Work closely with QAI engineering and technical staff to position the QAI service package.
- Maintain quote/order and lead levels in a sales database.
- Follow through on sales transactions, completing all necessary tasks and paperwork to assign projects to the applicable department.
- Create and facilitate client presentations.

**QUALIFICATIONS:** The ideal candidate will possess the following qualifications:

- Knowledge and experience working within the construction, materials testing and building products industries, ASTM, UL, ASME, and other standards, and ICC Codes.
- Sales Professional with at least 3 years direct Business-to-Business sales experience.
- Bachelor's Degree, technical or business or equivalent.
- Proven track record of territory growth and individual account growth.
- Excellent written and oral communication skills and superior presentation skills.
- Ability to work in a fast-paced environment, independently and with team members. MUST be self motivated and assertive.
- Working knowledge of personal computers & MS Office software and prior experience with Sales CRM Platforms including ACT.
- Ability to travel as needed, approximately 25% mainly within the US.
- Experience working with diverse teams (engineering, operations, marketing).

## **APPLYING:**

QAI Laboratories offers a generous compensation and benefits package including base salary and bonus/commissions, 401k, medical, dental, vision, life insurance, and disability.

How to Apply: Please submit your resume and cover letter with salary requirements to [cbowness@gai.org](mailto:cbowness@gai.org) and reference Job Code R016.

**Note: Applications will only be accepted when emailed to [cbowness@gai.org](mailto:cbowness@gai.org) in MS Word or PDF format, and must have a job-specific cover letter.**