

Account Manager-Sales

[Apply Now](#)

Company: Private

Location: Kitwe

Category: sales-and-related

Purpose: The Account Manager - Zambia position will support and enhance the continued growth required for ME Elecmetal's Grinding Media initiatives in Zambia and the surrounding region. **Nature and Scope:** The incumbent is expected to develop and grow the grinding media business within the region. In doing so, the incumbent will need to maintain positive relationships with new and emerging customers including production staff, purchasing agents and facility managers. While using the combined resources of the corporate application engineers, the incumbent is expected to support the existing business and serve each customer. Job performance is measured in terms of planning, achieving results, the ability to work with the current ME Elecmetal team when needed, and problem solving on behalf of our customers. Tenacity, initiative and self-confidence are all important attributes that will aid in achieving desired results in this position. Further, a customer service orientation and high standards of excellence are needed. The ability to work with others through networking, using influence strategies and well developed communication skills are critical. The ability to capitalize on existing relationships as well as develop and carry out a plan that applies technical expertise to achieve desired results will go a long way toward superior job performance.

Principal Accountabilities:

- ◆ Interface with existing as well as potential new customers within the mining market to develop and grow the sales of grinding media products which will increase the volume and profitability of the grinding media group.
- ◆ Identify and respond to customer concerns regarding product quality, delivery schedules, productivity or design concerns related with ME Elecmetal grinding media.
- ◆ Interact with the current ME Elecmetal grinding media team and maintain a professional

and productive relationship. ♦ Generate request for quotations, and gather the necessary information for quotes, and proposals. ♦ Respond to customer inquiries related to grinding media and the company's operations. ♦ Interact with ME Elecmetal staff service groups such as applications, logistics, and finance, as well as with ME Elecmetal's international account managers to assure timely response to customer needs. ♦ Prospect for new accounts that align with the growth requirements, marketing strategy and manufacturing capabilities of the grinding media group. ♦ Support the company presence at various trade and technical shows and seminars. ♦ Provide sales and profitability forecast to support the company's grinding media marketing plan. ♦ Be willing to travel nationally and internationally 30% to 40% of the time as required.

Position Requirements:

- A Metallurgy or Mechanical degree or equivalent in training and experience.
- A minimum of 5 years of experience in the mineral processing industry with grinding media and related processes.
- Strong, well developed communication skills, both written and oral
- Existing relationships with relevant mining industry customers is preferred
- Regular travel in Zambia and surrounding region

Competencies: In addition to the technical and specific job skills, we have need for personal competencies to effectively perform this function. The key competencies for this position are:

- Advanced Communication and Persuasion Skills
- Self-starter
- Customer Service Orientation
- Innovative Achievement
- Self Confidence
- Technical Expertise
- Persistence and patience
- Ability to work with others to achieve desired outcomes
- Create and Maintain a positive relationship with team members

If you fit the above criteria, please email your CV in MS WORD format ONLY (no other formats will be accepted) to larecruitmentzambia@gmail.com. Closing date: 24th December 2022.

[Apply Now](#)

Cross References and Citations:

- 1. Account Manager-Sales** [AustraliajobscareerJobs KitweAustraliajobscareer](#) ↗
- 2. Account Manager-Sales** [CounselorjobsJobs KitweCounselorjobs](#) ↗
- 3. Account Manager-Sales** [Automationjobs Jobs KitweAutomationjobs](#) ↗
- 4. Account Manager-Sales** [HospitalityjobsJobs KitweHospitalityjobs](#) ↗

5. [Account Manager-Sales Ecommercejobopportunities Jobs Kitwe Ecommercejobopportunities ↗](#)
6. [Account Manager-Sales Searcheruropeanjobs Jobs KitweSearcheruropeanjobs ↗](#)
7. [Account Manager-Sales Saopaulojobs Jobs KitweSaopaulojobs ↗](#)
8. [Account Manager-Sales Ceojobs Jobs KitweCejobs ↗](#)
9. [Account Manager-Sales Legaljobs Jobs KitweLegaljobs ↗](#)
10. [Account Manager-Sales Electricianjobs Jobs KitweElectricianjobs ↗](#)
11. [Account Manager-Sales Dermatologistjobs Jobs KitweDermatologistjobs ↗](#)
12. [Account Manager-Sales Textilejobs Jobs KitweTextilejobs ↗](#)
13. [Account Manager-Sales Courtjobs Jobs KitweCourtjobs ↗](#)
14. [Account Manager-Sales Gynecologistjobs Jobs KitweGynecologistjobs ↗](#)
15. [Account Manager-Sales Bollywoodjobs Jobs KitweBollywoodjobs ↗](#)
16. [Account Manager-Sales Developerjobs Jobs KitweDeveloperjobs ↗](#)
17. [Account Manager-Sales Berlinjobsearch Jobs KitweBerlinjobsearch ↗](#)
18. [Account Manager-Sales Governmentjobsnearme Jobs KitweGovernmentjobsnearme ↗](#)
19. [Account manager-sales Jobs Kitwe ↗](#)
20. [AMP Version of Account manager-sales ↗](#)
21. [Account manager-sales Kitwe Jobs ↗](#)
22. [Account manager-sales Jobs Kitwe ↗](#)
23. [Account manager-sales Job Search ↗](#)
24. [Account manager-sales Search ↗](#)
25. [Account manager-sales Find Jobs ↗](#)

Source: <https://zm.expertini.com/jobs/job/account-manager-sales-856791028448/>

Generated on: 2024-05-01 by [Expertini.Com](#)