Michigan Manufacturing Technology Center (MMTC) is an independent organization that specializes in providing training and consulting services. Our mission is to assist manufacturers in increasing productivity, quality and customer satisfaction. Much of our work involves small to mid-sized manufacturing clients.

This Account Manager is responsible for developing new and existing sales opportunities for MMTC technical programs and projects. In support of the Strategic Business and Operating Plans, this position works with Michigan's small to medium-sized manufacturers. This position will have a sales/revenue goal established by Vice-President of Operations. The candidate must follow the developed strategy for achieving those goals.

QUALIFICATIONS
- Bachelor's Degree in a technical or business field.
- Exceptional interpersonal and sales closing skills at the executive level.
- A thorough understanding of manufacturing technologies, methods and training requirements for SME's
- Ten to fifteen years in a manufacturing/business environment.
- Excellent leadership, organizational and attention to detail skills.
- Excellent presentation and public speaking skills.
- Proven ability to work well in a team environment
- Proven ability to close contracts over the phone and in person

PREFERRED QUALIFICATIONS:
- Previous experience in selling consulting and/or training projects.
- Experience in Automotive Industry
- Experience in selling consulting and training services over the phone.
- Experience with Solution Selling Methodology

SPECIFIC RESPONSIBILITIES:
- Develop, manage and evolve a portfolio of MMTC project opportunities through the sales cycle to book expected revenue.
- Develop, manage and implement marketing and sales plan that presents MMTC capabilities to target area firms.
- Build MMTC’s presence in key industrial accounts; build awareness of customer's needs and priorities within MMTC.
- Develop opportunities, account plans, and MMTC responses based on understanding of customer business priorities.
- Develop, prepare and present customer proposals.
- Work with State & Federal funding sources to secure financial training assistance for customers.

We offer a competitive wage; an excellent benefits package, and a team oriented work environment. To learn more about MMTC, please visit www.mmtc.org. If you meet the qualifications and wish to be considered for this opportunity, please send your resume to jobs@mmtc.org. Only resumes with salary requirements will be considered.

No phone calls or agencies.
An EEO/AA Employer M/F/D/V.