

## **Our employees enjoy a diverse environment with infinite opportunity**

Well established manufacturing company is looking for an ambitious, goal oriented, innovative Account Manager who wants to be on the leading edge of developing technology.

Our team has recently developed a strategic five year business plan and we are currently undertaking significant growth. This growth has presented an exciting opportunity for an experienced, creative Account Manager who will be responsible for developing our Latin America market. The Latin America Account Manager will be given the authority to direct and cultivate the development of new client relationships and expand existing ones. Here are a few of the benefits we offer:

- Major Medical, Dental, Vision, Life and LTD insurance premium paid by employer
- 8 paid holidays per year
- 401K plan with employer contribution of \$ .25 on every employee dollar contributed
- Up to 200 hours paid vacation based on tenure with the company

The Account Manager will:

- Have outstanding communication and interpersonal skills, must be bi-lingual in Spanish and English. Additional languages a plus.
- Be responsible for generating and converting qualified leads into sales.
- Develop new client relationships and expand existing ones.
- Negotiate key deal and contractual agreements with clients.
- Work closely with VP of Sales and other team members to ensure corporate brand, mission and goal objectives are met.
- Must be able to utilize the tools given to them, i.e., ACT CRM System.
- Must possess valid passport and be willing to travel.

The successful candidate must fit our team culture, possess a passion to succeed, and have a proven track record producing exceptional results in Sales position. Minimum 2-5 years experience. If you are interested, please submit your resume to: [hr@specialty-products.com](mailto:hr@specialty-products.com)