



# Livingston & Haven

*DRIVING EFFICIENCY*

## Job Opportunity

**Location: Georgia, Charlotte, Tennessee, Raleigh, Richmond**

**Job title: Account Manager**

**Reports to: Divisional Sales Manager**

### Opportunity

**Wonderful opportunity for someone with technical background in fluid power to join the effort to help US manufacturing remain a viable contributor in the world marketplace by integrating our technologies and resources to make our customers more competitive and energy efficient.**

### Qualifications

- Self Starter with “can do” attitude but is also a consummate team player.
- A clear understanding of mfg. processes and a desire to help customers increase their productivity and thus gain efficiency
- Technical proficiency with engineered products including fluid power. Automation experience is a plus.
- Capable of managing existing accounts as well as finding new business.
- Problem solving and communication skills with the ability to make good business decisions.
- Driven to outperform the competition thru hard work and creativity
- Excellent manager of assets and resources, but also willing to roll up their sleeves to get things done themselves when necessary.

### Description

- Responsible for selling all engineered and technical product disciplines to the accounts in assigned territory.
- Developing new accounts as well as managing existing business
- Meeting customers needs thru innovative problem solving
- Support key corporate initiatives and all technology divisions for the advancement of the L&H organization as a whole
- Work within the L&H framework and business philosophies, while also providing an entrepreneurial approach to growing your business

### **Benefits:**

- Competitive compensation plan
- 401K retirement program and competitive health care benefits (including cafeteria plan)
- Generous automobile, cell & business phone as well as computer benefits
- Continuous opportunity to develop personal and technical skills thru training and promotions



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- Outstanding company culture

## **Work experience requirements:**

- 3 to 5 years sales experience in fluid power, automation, mechanical linear and/or motion control.

## **Education Requirements**

- Technical degree a minimum. B.S. in engineering preferred