



Man-Tra-Con Corporation is working with a local employer to fill the following position:

Job Title: Strategic Account Manager (TS-062121-01)

Location: Mt. Vernon, Illinois

Salary: TBD, commensurate with experience

JOB DESCRIPTION

Pike Systems in Mt Vernon is seeking candidates for a Strategic Account Manager position. As a Strategic Account Manager for Pike Systems, you will derive success from your consultative and analytical skills. You will focus on providing the customer with solutions to improve quality, productivity, and overall budgets. While you will be responsible for acquiring new business, your primary focus is on growing sales within the existing account base in either the healthcare segment or institutional market. The role of Strategic Account Manager requires that you work directly with clients to assemble and facilitate training programs, assist with and oversee quality control programs, provide inventory management recommendations including the annual capital replenishment plan, and function as an integral part of the facility's management team. You'll work with clients to establish annual goals and then put together a plan to realize those goals. Those goals may include the implementation of new cleaning technologies such as robotic scrubbers or other program enhancements all of which will include a detailed benefits analysis and implementation plan.

QUALIFICATIONS

Preferred Qualifications:

- Advanced computer literacy: This position requires the use of PowerPoint and Excel on a daily basis in addition to industry specific apps and cloud based programs.
- Excellent communication skills and the ability to present comprehensive solutions face to face with multiple levels of management
- BA/BS degree or equivalent practical experience.

Minimum Qualifications:

- B2B Sales experience 2 plus years
- Analytical skills applied
- Excellent communication skills
- Above average organizational skills
- Business Acumen, Entrepreneurial
- Experience in use of various communication technologies
- Compensation:
- Competitive salary with bonuses
- 401K
- Vehicle Allowance

INDUSTRY OVERVIEW

To many outsiders looking in, the Cleaning Supply Industry is given little thought. Our industry is involved in every building in your town including schools, hospitals, and businesses. It is not your

typical kind of place where young people dream of creating a career path. Yet, most that enter the industry never leave. This industry offers flexibility in a variety of positions, contacts with people at every level of the organization, and a steady stream of repeat business with the development of positive relationships. Our industry knows the needs of our clients which are unlike most other market channels. Our industry needs quality people more than ever. The challenges in infection prevention and awareness are driving attention to our industry. Today, there are great opportunities for the right people to prosper and flourish in the cleaning supply industry.

ABOUT PIKE SYSTEMS

Our 30 year heritage as a distributor of cleaning supplies and equipment in Northern Illinois has led us on a mission to improve custodial and housekeeping operations. We are a privately held corporation lead by a management that values input from all its team members. We utilize modern technologies and chemistry to enable our staff to assist clients in achieving higher levels of productivity along with elevated quality standards for their facilities. Our analytical approach to client challenges uses analysis and facts vs. a sales pitch and samples. Smart Phone Quality control, RFID tracking, and robotics are just a few of the benefits our clients receive which differentiate us from other suppliers.

HOW TO APPLY

This employment opportunity is available at no cost to you! To apply, please email a resume to: TenaStuder@mantracon.org

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