



America's premier innovator, designer and manufacturer of high-performance wire and cable with a 60-year history of providing solutions to the toughest problems in the world's most extreme environments. We excel at developing customized products, utilizing our cross-linked irradiation technology, that meet power, signal, and data transmission needs—no matter how demanding the challenge—while exceeding standards for quality, durability and safety.

KEY ACCOUNT MANAGER / INTERNAL SALES

Position Summary/Objective

The Key Account Manager (KAM) at Champlain Cable is responsible to coordinate and take ownership of internal activities for an assigned strategic customer. This individual will interact with all CCC departments, assigned customer, Field Sales and other Departments as needed to be a sole source for this key account.

Essential Functions

- Initial customer inquiry review, product design review, and quotation
- Downloading Weekly Releases-Formatting-Calculating-Entering. Conformance to Quotes
- Open Order Reports for each division
- Critical List (Hot Sheet) daily maintenance
- Visit customer sites as needed and to build relationship. Local Travel estimated at 1day /week
- Maintaining Price List and Quote Records, Cost down implementation
- Support CSR group with their assigned responsibilities when and as needed
- Have understanding, ability and skills level for CSR duties
- Analysis and understanding of Customer, Account trends and needs to plan accordingly.
- Coordination of product samples/start-up, expediting and other post-sale activities
- Take ownership of all account activities: Accounting, Expedite, Engineering, Shipping to coordinate accordingly
- Coordinate activities with and in support of Field Sales Managers
- Create and maintain positive and productive relationships with both external and internal customers
- Other duties as assigned

Competencies

- Attention to detail, flexibility, high level communication (both written and oral) and problem-solving skills in a dynamic, fast-paced environment
- Time management and analysis skills
- Strong written and verbal skills
- Ability to perform frequent calculations for copper price adjustments, metric conversions, advanced mathematical skills
- Proficient in Microsoft Office Suite ---especially in Excel
- Advanced analytic skills to track, maintain and grow accounts

Supervisory Responsibility

This position has no supervisory responsibilities.

Physical Demands

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift 15 pounds at times.

Position Type and Expected Hours of Work

This is a full-time position, Monday through Friday. Occasional evening and weekend work may be required as job duties demand.

Travel

20-25% travel is expected for this position.

Education and Experience:

- Bachelor's degree or equivalent work experience in the wire and cable industry