



Example of Process Solutions Job Description

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Our innovative and growing company is looking to fill the role of process solutions. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for process solutions

- Identifying, developing and managing End User relationships with customers in all the Refining and Chemicals vertical markets
- The Account Manager's responsibilities include Sales Performance, Meet or exceed annual sales order and revenue plans which contribute to divisional profit and growth objectives
- Consistently identify new business opportunities at existing and potential customers served direct and through distribution, to ensure sustained profitable growth
- Selling Process must comply with company policies including commitment to ethical conduct
- Develop and execute sales plans for key accounts that are linked to the organization's market objectives and strategies
- Utilize all available resources such as the Customer Response Center (CRC), leadership, factory visits and elements of the Value Proposition, to differentiate the organization and grow the business
- Spend a majority of time with customers and/or Authorized Distributors (ADs)
- The sales person identifies and develops relationships with the key decision-makers, uncovers new business opportunities, recommends differentiated solutions, negotiates, wins the business and provides post-sale support
- Develop and maintain an in-depth understanding of the organization's core competencies and operational capabilities to provide solutions for customers resulting in profitable growth

Qualifications for process solutions

- Strong working knowledge of financially-impacting issues
- Controls experience is a plus
- Ability to work in a very fast-paced environment and manage multiple priorities at once
- Minimum of three years in Commercial deposits, Treasury Management, Corporate Treasury-related, Business Management, or Finance/Economic role
- Ability to produce professional presentation decks – expert using MS Powerpoint
- Proven ability to influence cross-functional tea