



EMS, a reseller of rapid product development software and hardware including: Z Corporation rapid prototyping machines and 3D laser scanners for reverse engineering has an immediate need for an Account Manager for the Florida region.

EMS, based in Tampa, FL is an energetic and fast growing company selling state of the art software and hardware products to companies in the automotive, architectural, marine, aerospace, educational and medical products industries.

Details are as follows:

**JOB TITLE:** Account Manager

**LOCATION:** Tampa, FL

**DESCRIPTION:** As an Account Manager, responsibilities include developing new client relationships while growing existing client relationships for all EMS products and services. The position will hold primary responsibility for direct sales to all potential clients in the assigned territory.

- Initiate sales activities to stimulate, encourage, establish and develop account relationships for all EMS products and services.
- Provide territory management data: forecasts, account management documentation, and activity reports to management providing the basis for sales planning.
- Identify, evaluate and respond to key business issues of the account and develop, present and demonstrate EMS products to the potential customer.
- Develop and deliver professional proposals, product justifications and competitive analysis as required.
- Coordinate the activities of Applications Engineering activities to ensure that clients are receiving the appropriate level of technical training and pre/post sales support.
- Participate in trade shows, seminars, user groups, on-site demonstrations and other sales related activities.

**MINIMUM EXPERIENCE:** 3 to 5 years of technical solutions / software sales experience with strong affinity for the MCAD, CAE, CAM or rapid prototyping industry.

**EDUCATION:** Bachelors Degree or equivalent professional experience. BS Degree in Mechanical Engineering or related Technology is a strong plus. Formalized / Accredited sales training a strong plus.

**REQUIREMENTS:** The successful candidate will have a solution based approach to solving customer requirements. Must be a problem solver with a get it done attitude and strong self motivational attributes. Must be comfortable selling at both the executive level as well as the engineering level. Must have high standards for themselves, their product and their services.

- Consistent track record of successful sales achievement shown by over goal performance of selling software

technical solutions into Fortune 1000 environments. (preferred software industry sales experience: (CAD,CAM, CAE, RP, CNC)

- 3 or more years of direct sales experience, with a proven record of over-quota sales performance (substantiated by W2's)
- 3 or more solid employment references from relevant sources
- Must be a US Citizen
- Excellent communication and presentation skills
- Direct experience and knowledge of the design, engineering and manufacturing industries is highly desired.

**COMPENSATION:** Based on experience.

**CONTACT INFORMATION:**

Please forward resume and salary history to:

**EMS, Inc**

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Visit our website at: [www.ems-usa.com](http://www.ems-usa.com)

**PLEASE - No Agencies, Contractors or Consultants**