

# Account Manager – North America

Had a bad week? Well, we're hiring an Account Manager – North America. Work on your resume!

---

## Company Profile

Discover Battery is an established, successful, and rapidly growing stored and renewable energy company with distributors all over the world. We are a world-leader in designing and manufacturing transportation, motive power and advanced energy storage solutions.

Success in our market is about delivering excellence with the design, manufacture and supply of energy storage solutions that we know will set our Original Equipment and distribution partners apart from their competition and that provide meaningful results and outcomes for their customers.

We can tell you more about the company in the interview. Suffice it to say, we're awesome and you'll probably want to work here for free once you see how awesome we are. That's a joke. It's important to have a sense of humor to work here too.

If you wake up in the morning with a fire inside to make something happen and build a great life for yourself, then this could be a good fit. If you want to disappear into a corporate cubical - or you prefer to follow instead of lead, this isn't for you.

We strictly adhere to the 'no negative energy' rule. Big egos and bad attitudes don't work here. We just get after it and try to have some fun along the way. But make no mistake - this is a challenging job. If you possess a positive, "whatever it takes" attitude, then you can experience a rewarding and long career here with us.

See our website: [www.discoverbattery.com](http://www.discoverbattery.com)

Check out our brand video: <http://bit.ly/2ITI9cY>

## This opportunity might be for you if:

You're honest, humble, and hungry. You enjoy solving problems. You love taking on difficult challenges and finding creative solutions. You don't get flustered easily. If you don't know the answer, you'll dig until you find it.

You pay attention to the details. As far as you are concerned, anything worth doing is worth doing right - every single time. You stay focused, and nothing falls through the cracks on your watch.

You communicate clearly. You write well. You speak eloquently. You can explain just about anything to anyone, and you're comfortable communicating in writing and on the phone.

You are motivated and driven. You volunteer for new challenges without waiting to be asked. You're going to take ownership of the time you spend with us and truly make a difference.

### **What we're looking for:**

- Self-motivated Hunter mentality.
- Experience in all aspects of sales, including growth strategies, channel management, account development, and business planning.
- Professional demeanour, selling style and appearance.
- A well-defined sense of diplomacy, including solid negotiation, conflict resolution, and people management skills.
- Able to build and maintain lasting relationships with corporate departments, key business partners, and customers.
- Exceptional verbal communication and presentation skills.
- Excellent listening skills.
- High level of integrity and work ethic.
- Experience with customer relationship management software.
- Strong problem identification and objection resolution skills.
- High energy and an engaging level of enthusiasm
- Ability to work individually and as part of a team.
- University or college degree in relevant field, or an acceptable combination of education and experience.
- Possess a valid driver's license and passport.

### **Extra awesome:**

- Experienced in Original Equipment manufacturing, transportation, motive power or advanced energy storage (Battery) solutions sectors.
- Bilingual

### **What You Receive:**

- Competitive salary
- Group Health Plan
- An opportunity to build a career with a progressive and rapidly growing Company.

### **Last thing:**

- Frequent travel is required. This position is primarily focused on the prospecting, maintenance and acquisition of new strategic and/or national accounts. In pursuing such business, you will be required to travel on a regular basis to locations across North America to meet face to face with decision makers and account representatives, as appropriate, wherever they may reside. We expect that over the course of the year, travel could exceed 50% requirement on average, but could occasionally exceed that level in certain months and on certain projects.

If this isn't the job for you, perhaps you have a friend who would be a perfect fit? Send them this link. Thanks!

Please submit your resume and cover letter to [careers@discoverbattery.com](mailto:careers@discoverbattery.com)