



Career Opportunity

Account Executive - Natural Gas Industry

Location: Mansfield, MA

About NECI

NECI, an Emerson Impact Partner, is the leading Digital Automation solutions provider transforming manufacturing, lab operations, process development and process control across a range of process industries in New England. NECI relentlessly seeks to drive the outcomes that **'change the game'** for our clients and is seeking team members to join in our mission.

The Role

We are proactively recruiting an experienced natural gas industry professional to be an Account Manager on our Natural Gas Industry team. You will need to be a resourceful, driven, team player with a competitive spirit, and strong business acumen to help our customers reach new levels of customer success. If you are a driven by problems solver, who can articulate the ROI of technical solutions across multiple stakeholders, then this could be the role for you.

How You'll Be Successful

- Engaged with their customers at every level of the sales cycle, from account planning - through the development of solutions, to the close of the business, and successful implementation of the solution.
- Ability with the following:
 - forecast sales activity and revenue achievement while creating satisfied customers that can be referenced in future sales cycles
 - maintain a high level of productivity, manage multiple competing priorities, and work effectively under the pressure of time constraints in a fast-paced, complex, collaborative, and team-oriented environment
- Passion and commitment for customer success along with deep levels of discovery and problem solving
- Strong technical aptitude and attention management skills

What You'll do

Selling Deliverables

- Proactively sell our entire offering of products and services, which includes world class solutions for gas production and distribution
 - Generate new business within NECI's Natural Gas Market
 - Leverage and expand sales in existing accounts and manage profit margins in support of the company's business plan
 - Work with the product & services teams to accurately maintain sales forecast, achieve quarterly and yearly orders/revenue targets
 - Work closely with cross functional teams to define and execute on the key account plan
 - Network and build strong relationships to maximize sales territory growth

Account Management

- Main client contact and be able to gain access to all areas of the account to pursue and develop new opportunities
- Indirectly manage customer service projects and customer care relationships
- Ensure highest standards in client interactions (solution positioning & presentations, proposal response, etc.)
- Align with broader organization (Marketing/Service) to ensure customer needs are met to maximize NECI business value
- Develop long term account strategies within the assigned accounts to forecast and plan 1-3 years out

What You'll Bring

- Aptitude for proactive solution selling and all platforms of customer engagement e.g. face to face, in-person PowerPoint presentation, phone, email, instant messenger, etc
- 5 years of Natural Gas industry experience
- Conferred Bachelor of Science or significant experience within the natural gas industry
- Ability to understand the business justification behind technical initiatives
- Desire to explore Industry change, drivers, account initiatives and new departments within account(s) to support strategic account planning process

To apply, go to: <http://neci.hrmdirect.com/employment/job-opening.php?req=1615166&&#job>

NECI is an Equal Opportunity Employer.