

## **We're Hiring!**

### **Position: Automation, Robotics & Packaging Machinery Key Account Manager**

RND Automation, a rapidly expanding robotic automation, assembly & packaging equipment company is seeking an **Automation, Robotics & Packaging Machinery Key Account Manager in Lakewood Ranch, Florida.**

#### **Duties and Responsibilities**

The **Automation, Robotics & Packaging Machinery Key Account Manager** will work with the President to develop and execute a comprehensive strategic business development and market penetration plan.

- Define major goals, objectives and timelines, identify target key accounts and relevant customer segments and develop and implement corresponding action plans.
- Quickly learn about RND's packaging division, which includes HFFS and VFFS thermoforming machinery for both rigid and flexible film, and become familiar with our products to the point where you can identify potential new customers.
- Create and execute sales plans and sales forecasts. Maintain proposal and opportunity logs and follow up with current and perspective customers both by phone, email and in person.
- Drive sales revenues by directly managing the entire sales process at target customers, from lead generation to support of final contract negotiations. Strive to obtain required supplier clearances at major accounts by developing relationships with appropriate decision-makers on multiple levels.
- Handle informational requests from interested potential customers, collect required support documentation (drawings, samples, specs etc.) and develop quotes and proposals in response to RFPs/RFQs.
- Manage and communicate with an established network of external sales channels to complement internal sales activities.
- Represent the company at relevant industry trade shows, seminars and networking events.

## **Qualifications**

Requires a bachelor's degree in Business, Engineering or completion of a formalized technical vocational training complemented by additional business courses and 3+ years' experience in technical sales, specifically with HFFS, VFFS, automation machinery, robotic and industrial packaging equipment.

- Must be a sales hunter, reliable and exhibit a high level of determination and tenacity.
- Strong strategic acumen with proven success in developing and executing business development/market penetration plans
- Strong verbal and written communication skills. Able to communicate with all levels from factory operators to C-level managers.
- Strong communication and organizational skills with the ability to work effectively across organizational and functional boundaries, effective communication with supervisor and subordinates
- Demonstrate leadership skills, have a passion for continuous improvement and have a demonstrated ability to handle multiple deadlines and priorities in a changing environment
- Candidates must be open and willing to travel for this regional sales position. Must also be successful in selling in a COVID environment i.e. remote selling, social media and technology tools for communication.
- Strong MS Office skills and experience with CRM systems

## **ADDITIONAL INFORMATION**

- Please apply to Marna Perkins at [mperkins@rndautomation.com](mailto:mperkins@rndautomation.com)
- Principals ONLY - No Recruiters Please

**RND Automation Supports Equal Opportunity Employment & Diversity**