



Fleece Performance Engineering, Inc.
2400 Commerce Way
Pittsboro, IN 46167

Fleece Performance Engineering is a leading manufacturer of after-market automotive products. With a reputation for innovation, quality, and service, our high-performance products push the limits of diesel technology. Awarded in 2021, 2022, and 2024 as one of the "Best Places to Work in Indiana", we are seeking motivated individuals who thrive in a rapidly expanding business environment and are dedicated to outstanding customer service. As a Sales Account Manager, you will have a direct impact on the growth and success of the company.

Employment: Sales Account Manager - Full-Time

Salary: Fleece Performance offers a competitive salary and benefit package that includes Paid Time Off, Paid Holidays, Health and Dental Insurance, Vision Insurance, Life Insurance, Long Term Disability Insurance, and a 401k.

Location: Pittsboro, IN

Position Overview & Essential Duties:

- Develop and maintain relationships with key customer accounts to support growth in overall sales.
- Be the primary point of contact for assigned Customer accounts. Travel as necessary to Customer locations.
- Assess Customer stocking levels and identify growth opportunities via gap analysis.
- Audit reseller websites and portals for accuracy of product information including fitment, images, and pricing.
- Develop, schedule, and deliver product training and new product awareness to specific customer accounts.
- Provide professional and courteous support of Fleece Performance products via phone and email communication including product sales, product recommendations, and warranty resolution. Address customer concerns and provide exceptional customer service.
- Support Company sales and selling initiatives such as trade shows, events, and customer visits as required.
- Ensure Customer concerns are resolved in a timely manner, escalating complex issues to the appropriate team or departments when necessary.
- Provide Customer insight into the new product development process to grow product portfolio and sales performance.
- Provide regular sales performance reports.
- Other duties as assigned.

Position Expectations:

- Must be self-motivated and pro-active in completing tasks, seeking out solutions to problems that may be encountered.
- Strong communication and negotiation skills.
- Strong understanding of sales performance metrics.
- Must display a positive attitude towards co-workers, customers, and vendors.
- Must be detail oriented with exceptional analytical and problem-solving skills.

Qualifications:

- Demonstrated track record of managed account sales growth.
- Highly analytical.
- Highly professional and dependable.

Please Email Cover Letter and Resume to: jobs@fleeceperformance.com