



Key Account Executive (SMT)

Daikin is committed to good corporate citizenship, providing new employment opportunities at our various sites. The company also makes every effort to contribute materially to the well-being of all aspects of the communities in which we work and live.

Summary / Objective:

Key Account Executive is responsible for ensuring that sales volumes and profit targets are met for their territory by maximizing the value for all Daikin products. Each Key Account Executive will be responsible for at least one major strategic Daikin account. Works out of his/her home in their assigned territory. Activities in this role include creating call reports, forecasting, budgeting, pricing, expense reporting and activity planning. The position requires heavy travel (>40%) and efficient use of office days to accomplish all required activities. Employ mastery at developing multi-disciplinary, multi-level relationships within customers to achieve sales objectives at maximum value return. Lead development of Account Representatives and Key Account Representatives through informal mentoring.

Qualifications:

- Minimum of a bachelor's degree from an accredited university/college. Been in a commercial role with 5+ years of experience in the following areas: PFPE fluoropolymer technology, glass/plastic/metal coatings, consumer technology, PVD technology.

Typical Duties:

- Manage accounts and set priorities (classify accounts and set programs accordingly) to accomplish sales volume and prices.
- Manage and monitor an expense budget (as determined by the National Sales Manager)
- Manage Daikin resources at each account (technical services, marketing, management, other).
- Forecast sales volumes and prices by account.
- Establish internal and external relationships at all levels of the organization to accomplish territory sales goals.
- Provide day-to-day information about sales directions, new applications, competitive activities, product requirements, pricing, new products, quality issues, and any other customer requirements.
- Coordinate account performance with the credit department.
- Uncover new opportunities at potential and buying accounts.
- Assist to resolve supply issues.
- Additional assignments as deemed necessary by management.

Daikin America, Inc., the world's foremost developer and manufacturer of fluorochemical products, has exceptional opportunities for dynamic, team-oriented individuals who share our values and beliefs in Safety, Environment, and Quality. Daikin America's excellent compensation and benefit structure provides health and medical insurance (including dental and vision), paid vacation and holidays, retirement plan, and bonus eligibility.

Daikin America, Inc. is an equal opportunity employer.

Job Type: Full-time