



ELPRO is a global Swiss manufacturer of innovative solutions for monitoring critical climate data in various supply chain processes serving the pharmaceutical, life science, healthcare and logistics industries. ELPRO employs 200 employees worldwide and owns subsidiaries in Switzerland, Germany, UK, Benelux, USA, Singapore and Hungary. To support our American team, we have an immediate need to fill the following position:

## Territory Account Manager, Full-time – USA

### Job responsibilities

- > Liaise between the online sales team, customer success, field sales, project management, and marketing to support all parties and stream-line the internal sales process
- > Takes the local responsibility for local assigned accounts
- > Creates an overall strategy for the development and management of sales territory
- > Develops a relationship network within the local accounts
- > Understands the processes, the challenges, and knows the decision makers of local accounts
- > Discovers additional growth potential at sites to which we're already supplying by cross-selling (all products) or by offering new services, project support, etc.
- > Creates, manages and reports on sales opportunities in ERP/CRM system with the highest level of accuracy and transparency
- > Conducts weekly updates to sales management
- > Using ERP system plan and report customer visits
- > Develop relationships with local channel partner reps
- > Ensure 100% follow up to assigned leads from various marketing activities
- > Identify and prospect new accounts
- > Focus regionally on small/mid-level pharma, maintenance and growth of select established accounts, and channel partner relationships
- > Attend trade shows
- > Produce and give product presentations
- > Support the global Key Account Manager as needed for local business, and act as liaison between Inside Sales and the customer
- > Schedule customer meetings
- > Purchase supplies in accordance with company policies
- > Communicates project information directly to inside sales and management

### Preferred background

- > Technical, sales, and customer service background
- > 4-year degree, technical equivalent, or related work experience (masters desirable)
- > 5+ years of highly successful related sales or account management experience
- > Data logging and/or pharma industry experience
- > Strong writing and presentation skills
- > Experience in technical consultancy, project management in the con-text of sales processes

### Your personality

- > Independent
- > Team Player
- > Ethical
- > Positive mental attitude
- > Willing to learn

### We offer

- > Helpful and motivated colleagues
- > Friendly working atmosphere
- > Structured onboarding program
- > Independent and accountable work environment

### TO APPLY CONTACT:

Ed Difilippo, Vice President Sales & Marketing, North America  
Ed.Difilippo@elpro.com, T +1 740 568 9900

**ELPRO Services, Inc.**  
2335 State Route 821  
Marietta, OH 45750 USA

**we prove it.**

[elpro.com](http://elpro.com)