



CORMETECH

Account Manager

\$500 Signing Bonus!

SUMMARY OF POSITION

The Account Manager would be tasked with actively managing select customer relationships and ensuring the highest quality customer experience. Acting as the main interface between assigned customers and Cormetech, the account manager will pursue and commercially manage opportunities for the sale of all Cormetech's available products and services, as appropriate. This would include developing proposals, implementing market strategy, participating in work execution, and working directly with customers to maintain an excellent business relationship. This position can be based out of our either Charlotte or Durham, NC locations.

WHAT YOU WILL BE DOING

- Develop catalyst designs and associated pricing for use in proposals
- Evaluate and respond to Request for Quotes
- Interact with customers and sales representatives to communicate the technical aspects of Cormetech products and services
- Ensure key stakeholder needs are thoroughly understood and met for each project
- Manage commercial aspects of awarded projects through Cormetech processes, including ERP and other database entries
- Communicate project details effectively to the Project Management team
- Review pricing strategies and profitability of performed work
- Investigate catalyst and field service opportunities through Cormetech personnel, customer relationships, site visits, industry conferences, and subcontractors
- Participate in trade shows and other marketing activities
- Develop and maintain comprehensive SCR system management plans, including inspection and sample planning, multi-year budgets, deactivation forecasts, and advising on efficient operations

WHO WE ARE

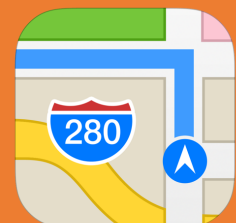
Cormetech is the world's leader in environmental technology. We help customers reduce their release of air pollutants and improve the environment. Protecting our environment for future generations has been important to us since our inception.

BENEFITS OF OUR WORK

Our focus is to ensure our environment is full of clean, unpolluted air. Not only are we responsible for 65% of the pollution reduction in our air since our inception, our manufacturing methods of regeneration and recycling have eliminated 6.5 million cubic feet of landfill. Our drive to improve the environment does not end there, we are continually innovating and seeking ways to improve air, land, and water quality.

LOCATION

Click [HERE](#) to see where we're located and what's around us!





CORMETECH

A successful candidate must have:

- Bachelor of Science Degree in Engineering, Science, or other Technical Field (Chemical, Environmental or Mechanical concentration preferred)
- Experience in MS Office Suite (Word, Excel, Outlook, and Power Point)
- Proven desire to provide excellent customer service
- Dedication to a safe working environment

Preferred Qualifications:

- Self-motivated, independent, well organized, and proactive
- Able to lead and contribute to cross functional teams
- Effective communication, verbal and written
- Attention to detail and adherence to internal and external deadlines
- Commitment to continuous improvement and learning
- Able to use independent judgement and analytical skills to problem solve and make decisions
- Desire to learn fast, work fast, and contribute to growth of the Cormetech business
- Experience with utility engineering companies or power generators
- Familiarity with emissions control systems implemented on post combustion processes and/or the combustion processes themselves

THE GOODS

- ✓ Eligible for benefits on DAY ONE
- ✓ Multiple health plan options
- ✓ Vision and dental plans for you & your dependents
- ✓ 401(k) with Company Match
- ✓ Annual Goal Sharing Bonus
- ✓ Lucrative Paid Time Off
- ✓ Education Reimbursement
- ✓ Company paid Life Insurance
- ✓ Internal Promotion Opportunities
- ✓ Employee Assistance Program