



ACCOUNT MANAGER

MACON, GEORGIA

Ascendum Machinery, a leading **Volvo Construction Equipment** dealer, is offering an excellent professional sales opportunity for an **Account Manager** position in the greater **Macon, Georgia** area. The position will be based out of Macon and will cover a defined sales territory within the Georgia region. The position reports to the Regional General Manager. High earnings potential with base pay plus commission.

Responsibilities

- Developing and maintaining a solid base of customers for heavy construction equipment and rentals in the assigned territory.
- Promoting the sales and rental of all Ascendum equipment lines including used equipment and customer support programs.
- Maintaining targeted company profit levels on sales and rentals.
- Ensuring customers are kept current with manufacturer's information.
- Maintaining high levels of product and service knowledge.

Accountabilities

- Taking positive action to improve quality and customer satisfaction.
- Completing all rental and sales contracts in a timely manner.
- Reporting competitive market data.
- Frequently visiting customer facilities and job sites to investigate current and future equipment needs.
- Continually developing assigned sales territory and increase customer base.
- Attend sales training to remain adequately informed of Ascendum products and services.
- Other duties as assigned.

Qualifications

- Bachelor degree in a business field or equivalent work experience in equipment sales.
- High proficiency in customer relationship skills.
- Strong organizational and teamwork abilities.
- Proficiency in Microsoft Windows applications.

- Possess knowledge of construction equipment applications.
- Discretion in handling confidential company information.

Pay and Benefits

- Base salary with generous commission plan
- Medical, dental and vision plans (no waiting period)
- Company paid life insurance
- Company paid accidental death and dismemberment
- Company paid short-term disability
- Voluntary long term disability
- Supplemental life insurance, Accident Insurance, Critical Illness Insurance
- Flexible spending account or health savings account
- 401K retirement savings with a generous match
- Paid vacation and holidays
- Vehicle allowance

For more information about us, please view our website at www.ascendummachinery.com.