



Account Manager

Tecstone Granite-Columbus, OH

Who we Are:

Tecstone Granite – based in Columbus OH – is one of the largest Granite Monument wholesalers in the USA. Established in 1987, it has an exciting and strong family culture and sense of passion towards excelling in everything it does.

Tecstone Granite has hundreds of incredibly loyal dealers across America who love our products and our passionate service. But there are hundreds more available. Tecstone Granite USA is what we call a phenomenal company! Fast growth, dynamic, fast paced, rapidly evolving and continuously improving! What makes us great is our phenomenal staff who fit our fantastic culture!

Hiring fantastic people is our key to growth. We hire top talent who share our same values. So before considering this application, make sure you 100% agree with 100% of our values (our ground rules!):

- Attitude is everything! Have a winner's mindset.
- **Be Enthusiastic!**
- We are Passionate about success for our customers – we make them say 'WOW' what a company!
- Always ready for change - constant and never-ending improvement
- Excellence. We will not tolerate mediocrity in ourselves or others
- Execution – we get things done quickly and on-time.

The Role: Account Manager

The role of the Account Manager is to identify new dealers, introduce them to the Tecstone range of products and to work with these dealers to improve their profitability through the use of Tecstone products and services. An exciting growth opportunity. This is a full time, hands-on position working within a creative, energetic & highly customer focused sales environment.

Your primary jobs are:

- Act as an Account Manager for up to 400+ customers using state of the art phone and CRM systems
- Make at least 100 connected calls per week – need to do at least 50 dials per day. Consistent high levels of prospecting calls will result in guaranteed sales growth.
- To ensure that all incoming sales inquiries are converted into orders
- To ensure that all customers and prospects are given an “unbelievable level of service”, exceeding performance standards.
- All calls are answered promptly and you delight customers with an enthusiastic 'Can Do' attitude.
- You will need good computer skills, excellent phone sales skills, a passion for organization, and experience in selling industrial equipment/components.

Required Skills/Qualifications

- Minimum 3-5 years' experience in a selling environment
- Demonstrated ability to sell

THE GOLD STANDARD OF GRANITE MONUMENTS

Tecstone Granite USA, Ltd.

2400 Landmark Way
Columbus, OH 43219-3658

Tel 614 471 0660
Fax 614 473 9957

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Toll Free 1 888 GRANITS

mail@tecstonegranite.com
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- Solve problems without stress – cool head
- Love telephone sales work
- Passionate about customer service
- Highly Organized
- Solid grasp of basic computer systems - Microsoft Outlook/Word/Excel, CRM, etc.
- Excellent attention to detail. The detail matters! If we can't get the small things right, we'll never hope to get the big things right!
- Brilliant task and time management skills. You always complete your assigned tasks on time, every time!

Preferred Skills/Qualifications:

- Fluent in use of Salesforce/CRM system
- Ability to write technical sales letters
- Willingness to take on other people's problems
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Tecstone Granite USA Employee Values:

- We are punctual,
- We are reliable [we're on time for meetings, etc.]
- We are extremely organized! We know that organization and prioritization of our work is key to being Highly Effective!
- We are Hungry, Humble, Smart
- We like to be included in the bigger picture and we are committed to achieving our own personal potential
- We are highly motivated, enthusiastic and take the initiative
- We place honesty and integrity at the core of your beliefs
- We love to give 'fanatical' customer service.
- We have an aptitude for excellence!
- We're always looking for ways of doing things better. We operate in an environment of continuous improvement!
- We possess a Positive "Can Do" attitude, even when under pressure.
- Our work area is tidy and well organized at all times through the day.

Grow sales to Dealers across America or Granite (Retail) Monuments. Total salary package and bonuses = \$100,000+

If you have experience in wholesale sales, are a true sales professional and always have a positive upbeat attitude - we want to speak to you!

If interested, please contact Emily Keifer, HR Coordinator, at Emily.keifer@tecstone.com or 614-471-0660 EXT 1000.

The successful candidate must pass a pre-employment background check and drug screen.

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