



## **Account Manager – Washington DC Metro area**

### **Position Overview**

Quality Biological, Inc. is a manufacturer of reagents and associated products for research use. We have built our reputation and standing in our local markets over more than 30 years through providing exemplary service, and a willingness to “go the extra mile” in helping our customers.

As we operate in a market that is both commoditized and regulated, our best avenue for organic growth in the medium term is to continue to differentiate on service. We can win new customers through providing custom formulations that our larger competitors are unwilling to offer, within industry-leading timeframes. We can retain and grow our accounts through providing superior aftercare in addition to the opportunity costs of switching.

Our most immediate opportunity for improvement is to be more aggressive in pursuit of growth. Our requirement therefore, is for an Account Manager who can help us achieve more aggressive growth, while remaining respectful of the relationships that we have nurtured over decades. This needs an approach that is both challenging and diplomatic.

### **Performance Objectives**

1. Conduct a thorough review of the existing customer base, to identify the customers with the most potential for growth
2. Use this information to build and successfully execute a strategy to achieve 10% year-on-year growth within the territory
3. Coach and mentor distributor partners to help achieve 10% year-on-year revenue growth

### **Experience**

The successful Account Manager will have a background in B2B account-based selling, managing a customer base who buy low-priced products in volume on a regular basis. Ideally, this will be in a scientific context, but other industries such as industrial products and IT hardware also have readily transferrable skills.

The successful candidate must demonstrate a clear track record of achieving consistent year-on-year growth, whether from existing accounts, new accounts or a combination of the two.

### **“What’s in it for me?”**

Our company is like a family. It sounds clichéd, but it’s true. Perhaps you’ve spent too much time over the years dealing with office politics. ‘Colleagues’ who will step on you to get what they want. We’re not like that. We pull together as a team. You can always voice your opinions, honestly and openly. And we’ll help you just as much as you help us.

Besides – life’s too short not to have fun at work. Having fun outside of work is important too, which is why every member of our team has three weeks’ vacation, right from the start.

But make no mistake – we're very serious about achieving our goals. We're also serious about taking care of our customers.

Our commission structure is very generous, and beyond that, we are looking for a future leader. You will have coaching and mentoring responsibilities immediately, and you'll have far more freedom and autonomy than you would at the average company.

We offer a professional, collaborative, creative and supportive environment with a competitive compensation package including health, dental, vision, life, profit sharing, STD, and 401(k) Plan and more.

Interested candidates should send cover letter and resume to [hr@qualitybiological.com](mailto:hr@qualitybiological.com).