



## **JOB DESCRIPTION AND REQUIREMENTS**

**for**

### **ACCOUNT MANAGER**

#### **Company Summary:**

Climate Earth Inc. ([climateearth.com](https://climateearth.com)) is a fast growing and innovative provider of cloud-based applications for the concrete industry. We are the North American market leader in software tools for EPD generation, EPD data analysis, and low carbon concrete sales tools. Our software tools help concrete providers compete and win in the growing market for low carbon construction and in 2022 we will expand globally into both Europe and Asia.

The company's EPD software tools remain the first and only suite of applications designed to ensure that concrete producers lead the market in low carbon construction. These applications are being used by more than 350 plants across the US, accelerating low carbon product innovation and helping producers engage effectively with clients.

**Position Title:** Account Manager

**Location:** Flexible

**Reports to:** CEO

#### **Position Summary:**

You will be a key member of a growing team and filling a key strategic position reporting to the CEO. You will be the company's first team member working directly with clients in an account management and sales role. In this position you will be responsible for creating long-term, trusting relationships with our customers, developing new business with prospective clients, and defining how Climate Earth will grow and expand the customer facing team. You will be the face of Climate Earth for a substantial portion of our business.

The Account manager will oversee a portfolio of assigned customers, develop new business from existing clients and be responsible for new sales opportunities from leads that come to Climate Earth.

You will liaise internally with cross-functional internal teams (including Customer Service and Product Development departments) to improve the entire customer experience. This position may require occasional travel.

#### **Responsibilities:**

- Be the main point of contact and have responsibility for sales to new clients.
- Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors to support their use of our products and efforts selling into the low carbon market.

- Act as the main point of contact in all matters relating to client concerns and needs. In this role you will respond to many issues directly and work closely with our technical team to resolve software problems or respond to in depth questions about life cycle assessment or EPDs.
- You will be an expert on the use of all Climate Earth products for ready mix, block, and cement, and be highly capable of demonstrating each product.
- You will work with the CEO and marketing manager to develop go to market plans and materials.
- You will participate in regional, state, and national professional and trade organizations.
- You will regularly meet with members of the Climate Earth team to discuss and propose ways to improve our products, services, and processes.
- You will produce and communicate monthly sales and customer satisfaction reports for senior management.

#### **Requirements:**

- Demonstrated deep knowledge of the ready mix industry. Minimum five years of work experience with concrete and knowledge of concrete, including mix designs, strengths, and placing techniques. A QC background is very desirable.
- Excellent communication skills with a customer service orientation and good listening skills.
- Proven ability to develop strong relationships with customers and connect with key business executives and stakeholders.
- Team player who possesses strong interpersonal, written, and oral communication skills.
- Creative problem-solver with ability to multi-task, manage multiple projects and meet deadlines in a fast-paced environment.
- Bachelor of Science or Engineering degree.
- Self-starter with a sense of humor and positive, can-do professional demeanor who requires little hand holding.
- Ability to travel 10-15% to facilitate customer success as required.

#### **Location and environment:**

- Location is flexible.
- If remote you will be working from a home office or coworking space.

#### **To apply:**

Submit your resume and cover letter to [recruiting@climateearth.com](mailto:recruiting@climateearth.com). Applications will be reviewed on a rolling basis until the position is filled.

Note that we do not accept phone calls, drop-ins, or hard copies.