

Industrial Account Manager

The Opportunity

At Gesswein, we're on a mission to help precision manufacturing industries achieve better results—with precision tools, advanced technology, and hands-on training. As an Account Manager, you'll be on the front lines of this mission, providing sales and service to our top industrial accounts throughout the United States.

You are the right person if you are driven to increase sales, strengthen customer relationships, and work in a team environment. This role requires general knowledge of industrial manufacturing and strong communication skills.

What You'll Do

- Manage key industrial accounts throughout the US
- Be an integral member of Gesswein's sales & technical team
- Travel the U.S. for tradeshow, customer visits, and technical training
- Field customer inquiries through phone, email, and web.
- Provide answers and solutions to customers in a timely manner.

What We're Looking For

- 4-years' experience in the industrial precision manufacturing industry
- Proven record of sales achievements
- Clear communicator with strong organizational skills
- Ability to learn new IT Platforms quickly, such as ERP, CRM, Excel, and email
- Flexibility to travel the U.S. for sales activities, including tradeshow

About Gesswein

Gesswein is a fourth-generation family-owned business serving metalworking industries throughout the U.S. and around the world since 1914. We supply an extensive product line of 15,000+ high quality precision tools and equipment from our main office in Bridgeport, CT. Gesswein is ranked a Top Workplace in Southern Connecticut.

Benefits

- Competitive salary
- Health, dental & vision insurance
- 401(k) with company match
- Paid time off and holidays
- International training opportunities
- A supportive, skilled team that values your growth