

TITLE: International Account Manager

REPORTS TO: President

LOCATION: San Diego Office

Please send your resume and cover letter to: klt@kingleetech.com

About King Lee Technologies

King Lee Technologies is a global leader in water purification support in San Diego, California. Since 1977, we have developed and refined chemical products and services toward client success with efficient processes, reduced chemical usage, and purification of challenging water. To learn more about us, please visit www.kingleetech.com.

POSITION SUMMARY

King Lee Technologies is currently looking for an International Account Manager to add to our team. This International Account Manager will enhance the existing vision of King Lee Technologies as a water treatment industry leader globally. Applicants should have international experience and be experienced in technical sales and water treatment.

Primary Job Responsibilities

Business Development and Growth

- Identify and establish new business
- Utilize virtual meetings to gain an understanding and establish distributorship potential for specified markets
- Occasional early morning or after work conference calls with potential/clients due to time zone differences
- Provide product education and instruction including technical workshops and presentations, both virtually and in person
- Attend trade exhibitions, conferences and meetings to identify new distributors and build existing relationships

Client Management

- Serve as the primary point of contact for assigned accounts, ensuring client satisfaction and retention
- Develop and maintain strong, long-lasting relationships with key stakeholders, decision-makers, and influencers within client organizations
- Negotiate contracts, terms and conditions
- Manage potential conflicts between distributors within the same specified territory
- Work alongside Production, Exports Manager, and outside stakeholders to assist in the timely transference of products to clients
- Monitor market trends and competitive activity to proactively recommend solutions and strategies that benefit the client and the company
- Provide technical support and training to clients

Cross-Functional Work

- Work cross-functionally with different departments including sales, marketing, technical, operations, and exports
- Use marketing material including brochures, presentations, flyers and other media during the sales process to maintain continuity across the brand and drive awareness
- Work closely with the technical department to stay up-to-date on product development, provide input on new products and receive guidance as needed

Qualifications/Competencies

- Bachelor's degree in related field
- International experience and cultural sensitivity
- 2+ years of field sales or operational experience within the membrane water treatment industry
- Ability to translate complex scientific information into written and verbal form to both technical and non-technical audiences
- Can quickly learn new software and experienced with video conference calling, webinars
- Documented record of successful selling
- Excellent written and oral communication skills, including preparing and delivering presentations to non-native English speakers
- Ability to accommodate and enjoy between 10-25% travel, both nationally to conferences and internationally
- Must live within assigned territory
- Experience with reverse osmosis, chemicals or water treatment preferred
- Expertise in the areas of water industry operations and more specifically, reverse osmosis
- Proficient in additional languages a plus

Position will be full time from the King Lee Corporate office. Benefits include health, dental, vision and retirement plan. This is a salaried position and pay will reflect experience.