

Aircraft component OEMs, MRO facilities and operators depend on Testek Solutions for highly reliable aerospace test equipment to certify hydraulics, power generation, avionics, fuel, lube, actuator, and pneumatic components. With a 50-year track record of success, Testek uniquely holds long-term OEM partnerships, provides the industry’s leading equipment warranty, and support from a dedicated worldwide team.

We are actively seeking a **Strategic Account Manager** and the sky is the limit with Testek Solutions! Work with a worldwide dedicated team and be responsible ensuring primary customer interaction, meeting monthly/yearly bookings, engaging with field service personnel, and engineering and program management.

**NO AGENCY CONTACT PLEASE**

**Job Responsibilities:**

* Manage specific account territory to include cold calls, customer inquiries, lead generation and opportunities
* Ability to sell complex and technical products
* Meet and exceed monthly and yearly booking and other account management goals
* Facilitate technical discussions and visit customer sites as needed
* Follow proper sales funnel methodology to provide account statistics and trending.
* Participate in trade shows, trade events, program meetings
* Coordinate and assist Service and Program Managers with program execution and aftermarket services
* Provide assistance to the sales team within the territory as needed
* Support the marketing team with presentations, brochures, and sales quotes

**Requirements:**

* Associate degree required – Bachelors preferred
* Minimum of 4 years of direct sales experienced related technical sales experience to include test equipment, capital equipment, or equivalent military experience required
* Technical training in mechanical or electronics is a plus
* Salesforce experience is required
* Must be able to speak technical and complex products to a wide variety of customers
* Exceptional communication skills a must
* Must be a self-starter and self-sufficient
* **Must be a US Citizen or Green Card Holder (ITAR compliance requirement)**

Testek Solutions requires all new hires submit and pass a pre-employment drug screen, credit check (when applicable), and background check prior to beginning employment.

Testek Solutions is an affirmative action and equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, disability, age, sexual orientation, gender identity, national origin, veteran status, height, weight, genetic information, or any other classification protected by federal, state, or local law. Testek Solutions is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. To request reasonable accommodation, contact the Testek HR Department at 248-573-4980 or email [hrdept@testek.com](mailto:hrdept@testek.com)