



5015 28th Avenue
Rockford, IL 61109
815-962-8700
www.obsidianmfg.com

Job Title: *Inside Sales Account Manager*

Company Overview:

Obsidian Manufacturing Industries, Inc. is a leader in innovative manufacturing solutions based in Rockford, IL. We take pride in our commitment to quality and customer satisfaction, creating custom products that enhance operational efficiency for our clients.

Key Responsibilities:

- *Manage and develop relationships with existing client accounts to ensure satisfaction and retention.*
- *Identify and pursue new business opportunities to increase company revenue.*
- *Collaborate with the production team to ensure the timely delivery of products to clients.*
- *Prepare and present sales proposals, pricing, and contract documents.*
- *Monitor market trends and competitor activities to strategically position the company's offerings.*

Required Skills and Qualifications:

- *Bachelor's degree in Business, Marketing, or a related field.*
- *Minimum 3 years of experience in sales or account management, preferably in manufacturing or industrial sectors.*
- *Strong communication and interpersonal skills with a knack for negotiation.*
- *Proficient in Microsoft Office Suite, Google Workspace, and CRM software.*
- *Ability to work independently and as part of a team in a fast-paced environment.*

We Offer:

- *Competitive hourly wage, this position is starting at \$32/hour based on meeting minimum requirements*
- *Paid holidays*
- *Paid vacation plan*
- *Medical plan with Dental, Vision, and Life Insurance*
- *Retirement Savings Plan*

Obsidian Manufacturing Industries, Inc. is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.