



## **AIMCO Key Account Manager – Honda**

Compensation: **Salary - \$60,000/year + commission, auto allowance, cell service, laptop**  
Employment type: **Full-Time**

### **Job Description**

The Honda Key Account Manager is responsible for making sure Honda's needs are being met and understood within every department. The duties include handling all client complaints, working to find solutions to account issues, and managing all departments to ensure Honda is experiencing a positive partnership relationship with AIMCO.

### **Key Account Manager Duties and Responsibilities**

- Responsible for introducing AIMCO Assembly Solutions to the account.
- Investigating all avenues to further develop the relationship between AIMCO and Honda
- Provide on-site support as needed
- Build a strong client relationship with all departments in Honda from the assembly floor to the corporate offices
- Collaborate with all internal departments to insure we are fulfilling all customer requests
- Take responsibility to resolve all situations - including technical issues.
- Coordinate and manager all resources required for projects, technical support, training, and service

### **Requirements**

A background in sales is a plus. The ideal candidate will have a strong mechanical background and firm understanding of a manufacturing environment; including purchasing, engineering, maintenance, and assembly processes. You will require competitive drive, excellent interpersonal skills, and proven success building professional relationships.

### **Honda Key Accounts**

- MAP
- HMIN
- HTM
- AEP
- ELP
- McAuliffe Industrial



You will also be involved in sharing Honda corporate practices and policies with other AIMCO Regional Sales Managers involved with Honda in North America Facilities

### **Commissions**

Excellent compensation -- in addition to a competitive salary, an uncapped commission plan (not hindered by high GP requirements) and auto allowance, you will enjoy a generous benefits package that includes medical, dental, vision, and life insurance; 401(k) and profit-sharing plans and vacation time. We'll reimburse travel and operational expenses and provide a laptop and cell phone reimbursement.

### **Keys to Success**

To excel in this role, you will bring an assertive approach, combined with a strong sense of customer service and mechanical aptitude. Along with that, your customer service commitment should include a genuine interest in seeing our customers succeed. This will require you to develop and maintain a degree of savvy about factory workflow so you can identify areas in customer factories where our solutions can enhance processes. In addition, to be an outstanding Key Account Manager, you will:

- Be comfortable interacting with people at all levels in manufacturing plants, from executives to engineers to line operators.
- Be comfortable interacting with people at all levels in distribution, from executives to inside and outside sales associates to line purchasing agents.
- Achieve goals independently. And take a proactive approach to growing our business.
- Combine a strong self-motivation and outgoing personality with true sincerity and a solid sense of integrity.
- Continually learn the technical aspects of products – both ours and our competitors.
- Continually improve your salesmanship through independent study.
- Present a professional company image in all your interactions.

Learn more about our parent company and our division at [www.aimco-global.com](http://www.aimco-global.com) and [www.eagle-premier.com](http://www.eagle-premier.com)