

Account Manager

Do you love to make people happy? Do you have a knack for problem solving? Is attention to detail something you believe in? If so, this role might be for you!

Location: Nashville, TN

Purpose & Summary: The Account Manager is focused on maintaining and providing service to all accounts. Day-to-day duties may include:

- Answering customer inquiries
- Assisting the Sales Executive
- Managing customer surveys
- Educating and pricing sellable equipment
- Creating quotes
- Managing the profitability of accounts
- Drafting customer communications
- Selling services to customers
- Settling customer loads

Requirements:

High School Diploma or equivalent combined with one year of customer service experience required. Previous Account Management experience is strongly preferred. An Associate's or Bachelor's Degree in Business or related field is preferred.

Knowledge:

- Business acumen

Skills:

- Strong interpersonal skills
- Excellent verbal and written communication skills
- Negotiation skills
- High attention to detail
- Ability to multi-task
- Exceptional customer service skills
- Intermediate computer skills
- Strong organization skills

Abilities:

- Ability to work independently
- Ability to be self-motivated
- Ability to work in a fast paced environment
- Ability to start a conversation
- Ability to interact with many types of people

- Ability to take responsibility and see a project through
- Ability to problem solve complex situations

Preferred Qualifications: Knowledge of SWOT analysis procedures. Basic accounting and financial knowledge. Ability to close a deal is strongly preferred.

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All interested applicants must apply online at www.dynamicrecycling.com/careers to be considered for this opportunity.