

## JOB DESCRIPTION AND REQUIREMENTS

for

## WESTERN REGIONAL ACCOUNT MANAGER

### Position Summary:

Do you know the concrete industry? Are you great with customers? Would you like to be a leader in the global move to sustainable concrete? Are you ready to learn about advanced software solutions and the automation of environmental product declarations? Are you ready to shape a fast growing company?

If you answered yes to all above, we'd love to talk to you!

You will be a key member of a growing team and filling a key strategic position reporting to the CEO. You will be the company's first team member in the western US, working directly with clients in an account management and sales role. In this position you will be responsible for creating long-term, trusted relationships with our customers, developing new business with prospective clients, and defining how Climate Earth will grow and expand the customer facing team. You will be the face of Climate Earth for a substantial portion of our business.

The Regional Manager will oversee a portfolio of assigned customers, develop new business from existing clients and be responsible for new sales opportunities from leads that come to Climate Earth.

You will liaise internally with cross-functional internal teams (including Customer Service and Product Development departments) to improve the entire customer experience. This position may require occasional travel.

Location is flexible.

### Responsibilities:

- Be the main point of contact and have responsibility for sales to new clients.
- Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors to support their use of our products and efforts selling into the low carbon market.
- Act as the main point of contact in all matters relating to client concerns and needs. In this role you will respond to many issues directly and work closely with our technical team to resolve software problems or respond to in depth questions about life cycle assessment or EPDs.
- You will be an expert on the use of all Climate Earth products for ready mix, block, and cement, and be highly capable of demonstrating each product.
- You will work with the CEO and Marketing Manager to develop go to market plans and materials.
- You will participate in regional, state, and national professional and trade organizations.
- You will regularly meet with members of Climate Earth team to discuss and propose ways to improve our products, services, and processes.
- You will produce and communicate monthly sales and customer satisfaction reports for senior management.

### **Requirements:**

- Demonstrated deep knowledge of the ready mix industry. Minimum five years of work experience with concrete and knowledge of concrete, including mix designs, strengths, and placing techniques. A QC background is very desirable.
- Excellent communication skills with a customer service orientation and good listening skills.
- Proven ability to develop strong relationships with customers and connecting with key business executives and stakeholders.
- Team player who possesses strong interpersonal, written, and oral communication skills.
- Creative problem-solver with ability to multi-task, manage multiple projects and meet deadlines in a fast-paced environment.
- Bachelor of Science or Engineering degree.
- Self-starter with sense of humor and positive, can-do professional demeanor who requires little hand holding.
- Ability to travel 10-15% to facilitate customer success as required.

### **Salary and Benefits**

Our benefit package includes healthcare and a company matched 401K retirement program. Salary range is \$75,000 to \$90,000 depending on your background and experience.

### **About Climate Earth**

With nearly 40,000 ready mix and block EPDs generated, Climate Earth is the leading provider of cloud-based EPD solutions for the concrete industry. We create business friendly applications that help our customers grow and thrive in the low carbon construction market. Our application focus is on measuring and managing embodied carbon, speeding low carbon mix design and helping producers market their low carbon concrete solutions. Our products include: EPD Essential and EPD Advantage Ready Mix EPD Generators, the CMU EPD Generator, and now the Cement EPD Generator. The Project Builder and the Concrete Designer round out our product suite by providing advanced marketing and EPD data analysis.

### **To apply:**

Submit your resume and cover letter to [recruiting@climateearth.com](mailto:recruiting@climateearth.com). Applications will be reviewed on a rolling basis until the position is filled.

Note that we do not accept phone calls, drop-ins, or hard copies.