



# SENIOR ACCOUNT MANAGER

It Starts with Me | Details Matter | Make it Memorable | Be Generous | Together, We Thrive

## Role Summary

The Senior Account Manager generates profitable revenue by developing new business, growing key accounts, building customer relationships, and securing commercial roofing and building envelope opportunities. This role collaborates with Estimating, Operations, and Service teams to deliver exceptional customer experiences and profitable outcomes.

## Primary Responsibilities

- Develop new business opportunities through prospecting, networking, referrals, and relationship-building activities.
- Grow and manage key accounts by identifying customer needs, strengthening client relationships, and pursuing additional opportunities.
- Conduct customer meetings, site visits, pre-bid meetings, and discovery discussions; anticipate customer needs and identify solutions that create long-term value.
- Collect and communicate project information to support accurate estimating and proposal development.
- Present proposals and close profitable work that aligns with company capabilities and profitability goals.
- Maintain an active pipeline, accurate CRM records, and sales forecasts in accordance with company requirements.
- Follow sales workflows, qualification standards, forecasting requirements, and operating procedures established by company leadership.
- Represent Korellis professionally at customer meetings, industry events, and networking opportunities.
- Perform other related duties as assigned.
- Maintain compliance with company and safety policies and protect all confidential and proprietary information.

## Collaboration & Role Clarifications

- The Senior Account Manager is a senior individual contributor whose primary responsibility is revenue generation through business development, relationship management, and sales execution.
- This role collaborates with Estimating, Operations, and Service teams to ensure effective communication, complete and timely project handoffs, and an unparalleled customer experience.

## Experience & Requirements

- At least 10 years of successful sales, business development, or account management experience.
- Commercial roofing, construction, building envelope, or related industry experience required.
- Demonstrated success developing client relationships and generating profitable revenue growth.
- Experience using CRM platforms and sales forecasting tools.
- Strong understanding of sales strategy, contract negotiation, and business development principles.
- Compliance with drug screening, background check, and MVR requirements.



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## Skills & Personal Attributes

- Highly motivated and results oriented.
- Excellent communication and interpersonal skills.
- Strong negotiation and problem-solving abilities.
- Customer-focused with a consultative sales approach.
- Able to work independently while collaborating effectively across departments.
- Adaptable and effective in a fast-paced environment.

## Aligning with our Core Values

- **It Starts With Me:** Owns results, leads by example, follows through on commitments, and proactively addresses challenges to support company and client success.
- **Details Matter:** Maintains accurate forecasts and reporting while ensuring consistency throughout the sales process.
- **Make It Memorable:** Creates exceptional customer experiences and builds lasting relationships.
- **Be Generous:** Shares knowledge and opportunities and contributes positively to the success of others.
- **Together, We Thrive:** Collaborates effectively across departments, promotes transparency, and fosters a culture of teamwork and accountability.

**Position Type:** Full-time, Exempt (Salary)

**Schedule/Core Hours:** Business hours with early/late flex as needed

**Reports to:** President

*Korellis Roofing, Inc. is an Equal Employment/Affirmative Action Employer and participates in the Federal E-Verify Program.*