



SHARPE ENGINEERING & EQUIPMENT, LLC

431 LINNERUD DRIVE
SUN PRAIRIE, WI 53590
(608) 837-2480

381 ALLEN STREET
AMHERST, WI 54406
(715) 824-7224

JOB DESCRIPTION

JOB TITLE	Account Manager – Technical Sales
REPORTS TO	Director of Technical Sales
OFFICE LOCATION	Madison, WI
TRAVEL	50%
FLSA STATUS	Exempt

Position Summary

The Account Manager – Technical Sales is responsible for managing and expanding relationships with Sharpe's existing Tier 1 and Tier 2 customers. This role combines strong commercial acumen with technical knowledge to ensure Sharpe delivers high-value, turnkey solutions across process, packaging, automation, and compliance.

Acting as a trusted advisor, the Account Manager builds long-term partnerships, drives recurring revenue opportunities, and supports Sharpe's strategy to be the premier outsourced project execution partner for food and beverage manufacturers.

Key Responsibilities

Account Growth & Retention

- Serve as the primary relationship owner for assigned customer accounts
- Develop and execute account plans focused on revenue growth, gross margin discipline, and multi-project partnerships
- Identify opportunities to expand Sharpe's presence through CIP systems, automation, service, and packaging solutions
- Ensure customer satisfaction and retention by anticipating needs and proactively solving problems

Commercial & Technical Leadership

- Collaborate with engineering, controls, and project management teams to scope projects that align with client goals and Sharpe's margin expectations
- Communicate complex technical solutions in clear commercial terms, demonstrating ROI and long-term value
- Support proposal development and pricing strategies consistent with Sharpe's standards
- Represent Sharpe at customer sites, industry events, and trade shows

Strategic Alignment & Execution

- Execute Sharpe's business development strategy in alignment with defined customer profiles and project types
- Leverage CRM/ERP tools to manage pipeline, track account health, and forecast accurately
- Partner with the Director of Technical Sales to strengthen processes, standardize best practices, and capture recurring revenue streams

Qualifications

Education & Experience

- Bachelor's degree in engineering, business, or related field preferred; equivalent technical sales experience strongly considered
- 5+ years in account management, technical sales, or project execution within food & beverage, packaging, or automation
- Demonstrated success managing large, complex accounts and projects (\$500k–\$5M+)

Technical Skills

- Proven track record of driving account growth while maintaining gross margin discipline
- Strong technical aptitude with food & beverage process design, packaging, controls, and turnkey project delivery
- Proficiency with CRM/ERP platforms and Microsoft Office Suite
- Willingness to travel up to 40–50% to customer sites

Certifications & Requirements

- Valid U.S. driver's license (required)
- Ability to obtain a passport for international travel if required

Work Conditions & Physical Demands

All the above duties and responsibilities are essential to successfully perform this job. The work conditions and physical demands listed below are representative of the knowledge, skill and/or ability required to perform this job. Reasonable accommodation may be made to enable individuals with disabilities to perform these essential functions.

- Overtime may be required as workload or project dictates. This may include nights, weekends and/or holidays.
- Be physically able to participate in training sessions, presentations, meetings and make site visits as required

- Job will generally be performed in an office environment, but regularly requires travel to a client's office, production facility or industrial/construction job site. Conditions will vary at each location.
- May be assigned to work at client's office, facility, or site for extended periods. Specific terms will be discussed prior to scheduling. When performing outside Sharpe Engineering's office, appropriate safety training and equipment will be provided by Sharpe Engineering and/or the client as required.
- While performing the duties of this position, you may be required to occasionally stand, walk, sit, reach with hands and arms, climb or balance, stoop or kneel, talk and hear, use fingers and hands to feel objects, tools or controls.
- Noise level will vary in each location; however, noise levels are usually loud in production facilities and at industrial/construction sites.

Core Competencies

- Strategic Account Management
- Customer-Centric Problem Solving
- Commercial & Financial Discipline
- Technical Credibility
- Cross-Functional Collaboration
- Integrity and Accountability