

Job Description – Account Manager, Latin and South America

1.0 Purpose:

Job Descriptions are part of Company Quality Policies and Procedures. This standard defines the tasks and responsibilities of the Account Manager, Latin and South America. The standard is valid for all Account Manager, Latin and South America positions.

2.0 General:

Develop and implement a comprehensive internal and external business development plan to increase order intake and return on sales.

3.0 Tasks and Responsibilities:

The Account Manager, Latin and South America shall be responsible for, but not limited to, the following:

- Prepare annual business development plan for Latin and South America in support of Linde Process Plants' strategy and objectives.
- Direct implementation and execution of Linde Process Plants' Latin and South American business development plan.
- Oversee and direct market research, competitor analyses, customer service and retention monitoring processes and initiatives within Latin and South America.
- Attend appropriate technical conferences and meetings.

4.0 Education and Experience Required:

- Bachelor's degree in engineering, business, marketing, related field, or equivalent combination of education and experience. Master's degree is preferred.
- 7 or more years experience managing a business development function in a medium or large size EPC company.

5.0 Skills Required:

- Possess a broad understanding of Process Plant Industry.
- Technical skills in strategic planning and marketing, business and market development, and market research.
- Highly developed organizational and planning skills.
- Effective computer skills; Microsoft Office Software, Lotus Notes, and other Company and discipline specific software applications.
- Effective communication skills both verbally and in writing with superiors, colleagues, and individuals inside and outside the Company.
- Effective presentation skills both with superiors, colleagues, and individuals inside and outside the Company.
- Effective analytical and problem-solving skills.
- Bi-lingual (English/Spanish)

6.0 Travel Percentage:

- 75%

7.0 Physical Requirements:

- While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to sit. The employee is occasionally required to stand; walk; use hands to finger, handle or feel; reach with hands and arms; climb or balance; and stoop, kneel, crouch, or crawl. The employee must frequently lift and/or move up to 10 pounds and occasionally lift and or move up to 40 pounds. Specific vision abilities required by this job include close vision, color vision, and ability to adjust focus.

8.0 Department:

- Business Development

9.0 Reports To:

- Vice President, Technology & Sales

10.0 FLSA Status:

- Exempt

11.0 Direct Reports:

- None

12.0 Salary Grade:

- 13

13.0 Approval:

- Manager: _____ Date: _____
- Employee: _____ Date: _____