

Account Manager

Location: Hutchins, TX

Job Type: Full-Time

Salary Range: \$70,000-85,000 based on experience + commission (OTE \$105,000)

Who We Are

At Cary Products, we are a leader in plastic injection molding, providing high-quality, precision-engineered solutions across HVAC, industrial, automotive, and consumer markets. With over 75 years of expertise, we specialize in manufacturing custom plastic components that meet the highest standards of durability and performance.

As we continue to grow, we are seeking a strategic, results-driven Senior Account Executive to expand our business, build lasting customer relationships, and drive revenue growth.

Job Summary

Reporting to the Senior Account Manager and Director of Business Development, the Account Manager will be responsible for supporting day-to-day client relationship management, coordinating outreach efforts, and ensuring timely communication across departments. This role focuses on maintaining excellent client service, preparing customer-facing materials, and facilitating internal follow-up to support customer needs. The Account Manager will also assist in prospect research, meeting preparation, and project tracking to ensure a seamless client experience and contribute to the overall success of the business development team.

Key Responsibilities

Account Support & Client Coordination

- Serve as a primary point of contact for day-to-day customer communication and support.
- Assist in preparing quotes, proposals, contracts, and client-facing materials.
- Maintain up-to-date records in the CRM system, including activity logs and pipeline tracking.

Cross-Functional Collaboration

- Coordinate with internal teams (engineering, production, shipping) to support project execution and delivery timelines.
- Troubleshoot and resolve customer issues in collaboration with operations and technical teams.
- Ensure that customer specifications and project requirements are properly communicated and executed internally.

Reporting & Administrative Support

- Track key performance indicators (KPIs) and provide reporting on account health, sales trends, and forecasting.
- Support the preparation of presentations for leadership and clients.
- Maintain organized digital files, records, and documentation across client accounts.

Growth & Development

- Research prospective clients and industry trends to support business development efforts.
- Participate in occasional trade shows, customer visits, or industry events as needed.
- Learn and grow within a manufacturing-driven sales environment.

Qualifications

Education & Experience

- Bachelor's degree in Business, Marketing, Engineering or related field preferred.
- 2+ years of experience in sales leadership, technical sales, or sales engineering, preferably in the plastic injection molding or manufacturing industry.
- Proven track record of meeting and exceeding sales quotas.

Sales Skills & Expertise

- Strong technical knowledge of plastic injection molding processes, materials, and applications.
- Ability to translate complex engineering concepts into compelling sales narratives.
- Experience using CRM software, sales analytics tools, and forecasting models.
- Exceptional negotiation, communication, and presentation skills.
- Ability to analyze market trends and develop long-term business strategies.
- Willingness to travel up to 50% for client meetings, trade shows, and industry events.

What We Offer

- Competitive salary and commission structure, + performance-based bonuses.
- Comprehensive benefits package (health, dental, and retirement plan).
- Career growth opportunities in a dynamic, fast-paced company.
- Flexible work environment with potential remote options.

How to Apply

If you are a driven sales professional passionate about business growth and technical sales, we'd love to hear from you. Please submit your resume and cover letter to:

Nathaniel Johnson
Senior Account Manager
njohnson@caryproducts.com