



ACCOUNT MANAGER - MANUFACTURING

Collicutt Energy Services is a solutions-driven engine company specializing in custom-manufactured power generation systems, industrial diesel and natural gas engines, and turnkey energy solutions across multiple industries.

We are seeking a results-oriented **Account Manager – Manufacturing** to grow our packaged engine and power generation sales portfolio. This is a technical sales role focused on business development, territory growth, customer retention, and strategic account management within the industrial engine and power generation market.

If you understand diesel engines, gensets, and industrial equipment — and know how to turn that into revenue — this role is built for you.

What You'll Be Responsible For

- Grow manufactured packaged engine and power generation sales within your assigned territory
- Identify and pursue RFP/RFQ opportunities and new business development leads
- Conduct regular sales calls at customer sites, job sites, and industrial locations
- Prepare and present technical proposals, quotes, and ROI-based solutions
- Build long-term relationships with key customers, vendors, and industry partners

Key Accountabilities

- Develop and execute territory sales strategies
- Create annual sales budgets and forecasts
- Cold call and prospect new accounts
- Introduce new product lines and support marketing campaigns
- Respond quickly to customer inquiries, technical questions, and project updates
- Participate in sales meetings and support company growth initiatives

Qualifications & Experience

Required

- 3–5 years of experience in **industrial diesel engine sales, power generation sales, or technical industrial equipment sales**
- Experience managing and growing a sales territory
- Strong technical knowledge of engines, gensets, and power generation systems
- Demonstrated ability to identify new business opportunities and close sales
- Valid driver's license with clean abstract
- Valid passport and ability to travel internationally

Preferred

- Experience with RFP/RFQ processes
- Experience selling custom-manufactured or packaged power systems
- Strong understanding of parts, purchasing, and accounting functions within a manufacturing environment

What We're Looking For

- Strong negotiation and closing skills



- Technical aptitude with the ability to communicate complex solutions clearly
- Self-starter mindset with high initiative
- Analytical thinker who can build pricing strategies and demonstrate ROI
- Strong communication skills across customers, vendors, and internal teams
- Computer proficiency (CRM systems, Microsoft Office, quoting software)
- Commitment to Collicutt's Core Purpose and Core Values

Working Conditions

- Office and shop-based environment

Why Join Collicutt?

- Competitive compensation structure
- Group benefits
- RRSP matching
- Referral bonuses

If you are ready to grow industrial sales in the power generation and diesel engine market, we want to hear from you. Submit your resume to hr@collicutt.com with **Account Manager – Manufacturing** in the subject line or apply directly through Indeed.