



Job Title: Account Director

About us

At Crowley Carbon, we provide intelligent solutions for energy efficiency and have grown in expertise to become the foremost multi-disciplinary energy services company. Led by an entrepreneurial management team in Wicklow, we have a number of businesses throughout Ireland, UK and operate Internationally. We are looking for Account Managers/Directors to join part of our team based in Enniskerry, Co. Wicklow.

The ideal candidate will build and maintain key relationships, develop and manage opportunities, monitor projects and engage virtual resources. You will define a good working relationship strategy within the account while maintaining customer satisfaction.

Key Responsibilities:

- Working closely with clients and project teams to build the relationship and identify further business opportunities
- Create and design unique solutions with the project team that will guarantee energy efficiency savings to our clients
- Leverage your knowledge of engineering particularly in Oil Handling, Food and Beverage environments
- Skilled in communication, teamwork, troubleshooting and problem solving with emphasis on energy efficiency
- Travelling to local client sites to maintain key relationships

Experience & Qualifications:

Basic Qualifications: Candidates ideally should have a minimum of 10 years experience working at an Engineering company working upto Account Management level.

Preferred Qualifications: Experience as the primary account manager working with multiple businesses. A degree in engineering and a minimum of 10+ years experience in large Industrial accounts. Other experiences ideally to include: experience in deal negotiations with a successful track record and excellent working relationship with the customer in a trusted advisor/consultative approach; and, establishing credibility quickly with stakeholders executives across the organisations.

Excellent interpersonal, verbal and written communication, analytical and presentation skills are required. Candidate must possess demonstrated decision making, problem solving, and negotiating skills.

If you are interested in applying for this position please email your CV to careers@crowleycarbon.com