



ACCOUNT MANAGER

PROVIDING EXTRAORDINARY SERVICE

Are you a proactive problem solver passionate about sales and building lasting customer relationships? If so, we'd love to have you as an Account Manager on our team! In this role, you'll be at the heart of our business, managing a diverse portfolio of clients and helping them purchase the industry's best HVAC brands and equipment. Every day will bring new opportunities while handling a high volume of calls, managing emails, closing major deals, and providing top-notch customer support by phone and in the Store. You'll be part of a dynamic and supportive team that values your contributions and is committed to your success – helping you to grow personally and professionally. If you thrive in a fast-paced environment, enjoy delighting customers, and are eager to elevate your career in sales, this is the perfect opportunity for you. Your future is calling at Larson—don't miss your chance to answer!

"We don't sell anything, our customers do. As a result, our focus is on helping them maximize their success."
Andrew Larson, Chairman

SUCCESS FACTORS

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ATTENTION TO DETAIL

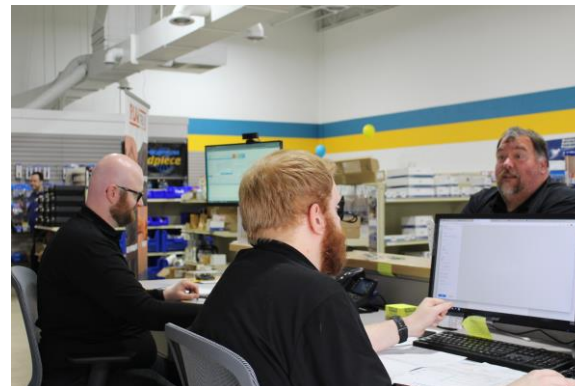
You'll advise customers on our products, issue quotes, transact orders, and manage product fulfillment and delivery according to precise customer requirements. Accuracy is key in everything you do. With a high volume of calls, emails, pricing, orders, and inquiries to handle, your attention to detail is what sets you apart. Whether you're preparing quotes for large projects, ensuring our inventory aligns with customer demand, or following up on potential opportunities, your ability to execute accurately and efficiently will set you apart as their go-to trusted advisor.

EFFICIENCY

You'll efficiently manage a high volume of transactions, ensuring quick and accurate turnarounds. With strong time management skills, you excel at prioritizing tasks in a fast-paced environment. You'll effectively handle inbound calls, respond to customer inquiries, and close orders while maintaining a positive, productive, customer-first approach.

RESILIENCE

In a fast-paced sales environment, challenges are part of the journey — but your ability to adapt and stay positive truly sets you apart. Whether balancing multiple priorities, handling competitive pressures, or overcoming obstacles to close a deal, resilience keeps you laser-focused and motivated to WIN. You thrive under pressure and view setbacks as opportunities and valuable learning experiences. Your ability to stay positive and deliver outstanding customer and team results makes you shine! Resilience is your superpower!



COME FOR THE JOB. STAY FOR THE CAREER.

EXPERIENCE PREFERRED

- High School Diploma or equivalent
- 2 years experience in account management
- Proven record of territory sales growth
- Success in a team selling environment
- Previous HVAC experience strongly preferred
- Wholesale distribution experience is helpful

EDUCATION PROVIDED

Our comprehensive MyPath Account Manager onboarding program will be customized around your knowledge and experience to give you the People, Product, and Process education needed to succeed in your role. It includes experiential learning assignments and courses in LarsonYou – our state-of-the-art Learning Management System.

CAREER MOBILITY

We want you to change jobs... as long as it's with us! Our Account Managers have numerous opportunities for career growth. Discuss your career goals and ambitions with your manager; they'll help you continue learning, growing, and preparing for future roles at Larson – including Territory Managers, Area Sales Leaders, Store Managers, and Area Operations Managers.

FAQ | GLAD YOU ASKED

HOW DOES COMPENSATION WORK?

New Account Managers can expect competitive wages and a generous benefits package.

WHAT ABOUT MY TERRITORY?

You'll be assigned an active book of business with plenty of room to grow sales. This inside sales position handles incoming calls, emails and supports customers in the store and at the counter.

WHAT ABOUT TRAVEL?

You may travel up to 30% of the time within the assigned territory. Reasonable business expenses for travel and entertainment, including mileage and phone expenses, are reimbursed monthly.

WHAT TECHNOLOGY WILL BE AVAILABLE?

Our Account Managers utilize a company-provided laptop with all the Microsoft Office 365 tools. You'll be trained and equipped to use our business systems to manage your customers, sales, schedule, and other activities.

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ACCOUNT MANAGEMENT

Our Account Managers actively manage and retain customers by truly understanding their needs and offering personalized solutions that keep them satisfied. Build and nurture strong relationships with your assigned accounts, becoming their go-to person for support, advice, and information. As the main point of contact, you'll guide customers with expert knowledge and provide clear, accurate details about our products, services, and pricing. Your ability to connect and deliver tailored support will make all the difference in creating lasting, positive and loyal customer relationships.

SALES AND REVENUE GENERATION

You'll thrive on seizing opportunities to grow sales and "share of wallet" with your customers. Your passion for closing business and exceeding your goals makes you relentless; your natural sales abilities make it seem almost effortless. You're always one step ahead of the competition by continuously identifying new business opportunities and adapting strategies to maintain a competitive edge. Your ability to drive sales, build strong relationships, and capitalize on growth opportunities will be key to your long-term success.

TEAM COLLABORATION

You'll excel in a collaborative, fast-paced environment where teamwork drives success. You'll support your Store team, partner with Territory Managers to seize new opportunities and contribute to branch operations by assisting customers and handling various tasks. Your adaptability and customer focus will strengthen relationships and fuel business growth. Your magic power is your readiness to help your team do "whatever it takes" to exceed customer expectations!

PRIMARY DUTIES



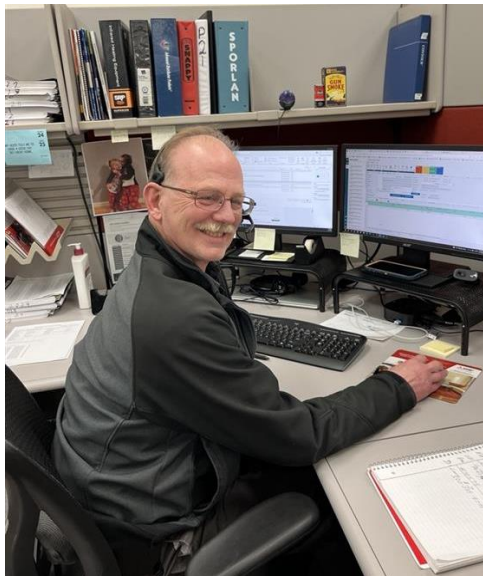
WHY LARSON?

ACCOUNT MANAGER PROVIDING EXTRAORDINARY SERVICE



KYLE B.
ACCOUNT MANAGER | WEST ALLIS, WI
EXTRAORDINARY SERVICE SINCE 2018

“What I like best about being an Account Manager is that I can focus on building customer relationships and assisting them with my technical knowledge. This job is more than being part of a repetitive day-to-day operation. Every day is different. I like working for Larson because even though we’re a big company with great benefits, it somehow feels smaller and less corporate – it’s personal here. The most rewarding aspect of my job is solving problems and being a necessary player in an essential industry – what we do every day matters to people and our customers. This job would be perfect for someone who enjoys building and maintaining relationships, solving problems, learning and gaining new technical knowledge, and using it to help others.”



JON B.
ACCOUNT MANAGER | PLYMOUTH, MN
EXTRAORDINARY SERVICE SINCE 2018

“I really enjoy building long-lasting relationships with my customers and helping them to come up with solutions for their customer’s heating and cooling needs. We handle the best products, and it’s very rewarding to help our customers become successful. It’s especially rewarding when we gain more business from existing customers or help new customers become a Trane or Mitsubishi dealer. I also appreciate the freedom to make decisions without running everything through management before helping a customer. It feels like I’m able to run my own business. This job would be perfect for someone who has an outgoing personality, is good at building rapport with customers, stays calm under pressure, and thinks outside the box – being able to come up with different solutions on the fly. Good time management skills and great people skills are a must!”



*Your pathway to learning, growth,
and career success begins here...*

READY TO IGNITE YOUR CAREER AND JOIN THE LARSON TEAM?

Click on the links below
to view our current openings

Gustave A. Larson
[MyPath Career Center](#)



Your future is calling you to Larson...
we look forward to meeting you!

