

Account Manager (DistributorCentral)

Description

DistributorCentral has been a leader in providing information technology solutions for the promotional products industry. DistributorCentral offers its customers a full featured ecommerce platform to support sales, order management and marketing of client products. We are excited to entertain applications for this position in our growing Sales Department. We are passionate about building our team and welcome energetic, dynamic and professional individuals who share in our commitment to excellence. DistributorCentral offers competitive compensation, excellent training and an extensive benefits package.

DistributorCentral is currently seeking an experienced Account Manager to join our growing team.

The primary responsibility of the Account Manager is to expand use of company offerings with current clients and to develop new business relationships with identified prospects.

Job Description

- Identify qualified leads and develop new business relationships.
- Growing revenue at existing customers' revenue by promoting expanded use of existing products and demonstrating the value of additional "Add On" products.
- Develop lasting customer relationships by providing and overseeing ongoing customer support.
- Identify customer needs and opportunities for product development.
- Intervene and escalate urgent issues when necessary.
- Travel to client site locations to discuss software solutions, sales opportunities and demonstrate product features.
- Travel to industry trade shows and other events.
- Assist customers with their updates and regular maintenance of product data.

Job Requirements

- Bachelor's degree a plus.
- One to two years account management experience and/or training.

- Demonstrated strong written, verbal and interpersonal communication skills and the ability to listen to the customer and articulate solutions in a concise and polished manner to a diverse audience.
- Computer skills including but not limited to word processing and spreadsheet experience.
- Understanding of the complete sales cycle from prospecting to closing.

DistributorCentral is a great place for personal growth! If you're up for a rewarding challenge where you can increase your knowledge, offer significant contributions vital to the success of the business, while increasing and enhancing customer satisfaction, we invite you to take the first step and apply today!

DistributorCentral is ideal for self-motivated individuals with a positive attitude, highly adaptable to various situations, good problem-solving skills and a strong ability to multi-task and prioritize with an innate sense of urgency.

We will be doing on-site interviews at the Las Vegas, Nevada PPAI Expo in January. Please send your resume and profile with your salary requirements, to Carol Marks, HR Manager, at cmarks@tradenetpublishing.com. Thank you for your interest in DistributorCentral!