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J.Charles

PPAI #113624

Position Available: Northeast Key Account Manager/Outside Sales

J.Charles is currently seeking an experienced and highly motivated Key Account Manager for immediate employment in the Northeast region. Key responsibilities include focus on established and potential major accounts and increasing sales within the region. Creative program development, relationship building, and strategic calls are stressed. The ideal candidate will have a proven record of current established relationships with promotional products distributors, attention to detail, solid technical skills, as well as verbal and written communication skills. The ability to manage multiple projects and deadlines with minimal supervision is a must.

RESPONSIBILITIES: Extensive travel. Prepare for and conduct sales meetings with promotional products distributors and attend Regional and National industry shows. Assist in sales planning, forecasting, and strategic planning. Develop presentations based on sales and marketing strategy.

EXPERIENCE: 5 or more years industry experience in promotional products outside sales. Established contacts in high profile promotional products distributorships. A proven record of accomplishment of sales growth. A Can Do attitude. Overnight travel up to 75%. •Proficient in Word, Outlook, PowerPoint, and Excel. •Excellent communication and writing skills. •Ability to work in a fast-growth and fast-paced environment. •Northeast residency a must. Award and Recognition background a plus. Current promotional products distributor relationships a must. Applicants from outside the industry need not apply.

NOTES:

Submit resume via email to: Victor Macchia, Vice President Sales & Marketing.
victor@jcharles.com

Additional Salary Information: Salary commensurate with experience