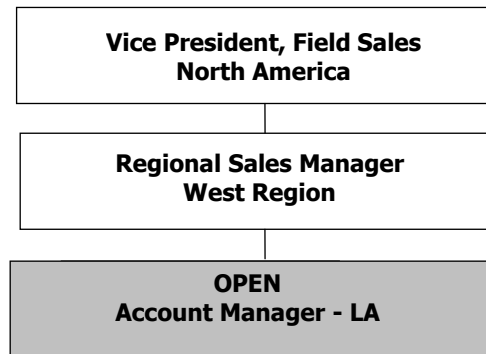


## ACCOUNT MANAGER – FIELD SALES

• **General Information**

- Posting Dates: 31-MAR-2017 – 7-APR-2017
- Job Requisition Number: E-17006
- Job title: Account Manager
- Line Manager: Regional Sales Manager
- Location: Field – Los Angeles, CA
- Level: 2
- Relocation Available: International  Domestic  N/A

• **Organization Chart**



• **Purpose of Job**

This position develops a sales presence for BIC Graphic in the assigned territory. Utilizing sales experience and knowledge of the promotional products industry the account manager actively develops, fosters and grows customer relationships. The account manager works with territory distributors to convey how BIC Graphic's advertising and promotional products fit into their respective customer's marketing plans.

• **Major Duties / Responsibilities**

<b>40%</b>	<ul style="list-style-type: none"> <li>• Develop, foster and grow customer relationships within assigned region. Meet and exceed assigned sales goals. Sell BIC Graphic's product lines to distributors.</li> <li>• Manage territory of distributors and convey to them how our advertising and promotional products fit into their customer's marketing plan.</li> </ul>
<b>30%</b>	<ul style="list-style-type: none"> <li>• Maintain contact with the customer, resolve problems and seek additional opportunities to meet and exceed needs.</li> <li>• Deliver the company's value proposition to distributors who in turn will provide it to end users.</li> <li>• Participate as a collaborative member of a sales team and sales territory.</li> </ul>
<b>30%</b>	<ul style="list-style-type: none"> <li>• Develop strong knowledge of key product offerings.</li> <li>• Solidify customer confidence through thorough understanding of</li> </ul>

	products, financials and credit terms.
	<ul style="list-style-type: none"> <li>Respond to ongoing inquiries. Investigate and resolve situations related to sales</li> </ul>
<b>100 %</b>	<b>Total</b>

• **Key Performance Indicators or Financial Dimensions**

- Review and analyze sales results for customers and help them achieve their goals.
- Manage Territory Sales Forecast
- Manage Expenses in Territory
- Work closely with Credit when required

• **Minimum Knowledge, Experience, and Education Required for the Job**

Education: Bachelor's degree in business or related field preferred.

Special Training or Competence:

- Ability to work and prioritize independently
- Must possess strong communication (both verbal and written), collaboration, presentation and follow up skills
- Proven aptitude
- Demonstrated proficiency in Microsoft Word, Excel and PowerPoint
- Detail orientation and organization skills a must

Related Previous Experience:

- Minimum 3 years sales experience
- Exposure to a "B2B" sales environment preferred
- Experience working with the advertising and promotional products industry

Other:

- Must be willing & able to travel up to 50+%

• **Additional Information**

- This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that may be required of the employee for this job. Duties, responsibilities and activities may change at any time with our without notice.

**Note:** Your application for this position does not guarantee an offer. The skills and experience required for this job will determine the success of your application.

If you are interested in applying for this position, please contact your line manager and your HR representative before applying.

**BIC Corporation is an Equal Opportunity/Affirmative Action employer.**

**All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.**