

Company: Pinnacle Branding

Position: Account Manager

Job Location: Anywhere!!

Pay Range: \$65,000-\$85,000+ (this is comprised of a base salary plus commission)

Benefits: Profit Sharing, 401K matching program, Quarterly Bonuses

Contact: Please email your resume to Shaylah Paul at Shaylah@pinnaclebranding.com

Pinnacle Branding is a large promotional product and branding agency with a global distribution and fulfillment center. Our white-glove approach and unparalleled customer service has earned us lasting relationships with our clients (we have no "customers" here), with the majority of our new business developing via referrals and organic growth within organizations. We strive to offer product and solutions that are exciting, innovative, trend-savvy, useful, beautiful, high quality, and memorable. We understand that we are an extension of our clients' brand: we think outside of the box to maximize every opportunity with creativity and customization while still amplifying the purpose of the project and adhering to brand standards. We truly love what we do. Our commitment to excellence, our positivity, and our passion for this industry is infused in all interaction with clients, suppliers, and coworkers. Our goal is to build a team of talented, passionate people who desire to be part of a growing organization that holds each member to high standards while also recognizing individual skillsets, offering multiple paths for advancement over time.

The Account Manager is an integral part of growing and maintaining well established key accounts. The Account Manager will be responsible for:

- Nurturing existing relationships within client groups
- Outreach within client groups: requesting marketing and event calendars, asking for referrals, intentional proactive marketing of new product and services
- Researching, sourcing, and quoting branded items and apparel both domestically and overseas
- Collaborating with clients and our custom suppliers to create never-before-seen merchandise
- Staying on top of industry and retail trends to appeal to and impress our forward-thinking client demographic
- Maintaining an accurate and updated sales pipeline
- Maintaining accurately detailed client accounts in CRM and effectively communicating key information across internal departments (Production Management, Invoicing, Warehouse/Fulfillment, Web Development)
- Adhering to company-wide margin requirements and processes
- Creating custom ideation decks that exemplify our company standards, are 100% accurate, and that utilize product mock ups to showcase the client's brand
- Regularly syncing with leadership to collaboratively identify opportunities for growth within accounts

The ideal candidate will (at minimum):

- Have excellent communication, writing, project & time management skills with proven attention to detail
- Possess knowledge of marketing and advertising techniques and methodologies
- Have working experience with sales techniques

- Have working experience with industry printing processes on hard goods and apparel
- Be proficient to expert at industry search engines
- Have working experience with Adobe products
- Have attended a national PPAI or ASI show
- Always go the extra mile to ensure every aspect of a project is executed flawlessly, exceeding client expectations
- Never take the easy route or cut corners
- Approach internal and external communication as a Pinnacle Branding ambassador, acting with respect, expediency, excitement, honesty, and initiative
- Creatively collaborate and share resources with team members
- Be a hybrid of a "hunter" and a "farmer": able to execute inbound requests while also growing accounts with proactive outreach