

Geiger, the largest privately held promotional products distributor in the US, is seeking a Client Account Manager to join our company.

As a Client Account Manager, you will work under the general supervision of Regional Sales Vice President and will work directly with a Geiger Sales Partner to learn about Sales Partners' Key Accounts, including the historical needs, tendencies, and service requirements of those Key Accounts.

**What you will do:**

- Demonstrate outstanding sales performance and customer consultative abilities.
- develop relationships with potential customers and maximize relationships with existing customers.
- Understand the Sales Partners Key Account revenue goals as well as regional sales goals, and proactively assist in meeting or exceeding those goals.
- Provide aggressive competitive pricing through research and negotiation, especially when volume goes beyond special pricing with Star Suppliers and Production partners or when required in competitive situations.
- Obtain, prepare and present product offerings, proposals, quotes, and case histories to clients.
- Stay current with product, supplier, decoration, and service trends in the industry, and provide timely and innovative solutions to customers' branding and marketing needs.
- Ensure product recommendations conform to Geiger purchasing objectives, understand product safety laws and ensure all purchasing adheres to Geiger's and the industry's guidelines and compliance standards for labeling, testing, and product safety requirements.

This position will require direct contact with a Sales Partner, their customers, and new sales prospects and contacts. In addition, some travel will be required to recruit new clients and strengthen our relationships with existing clients. This role will serve as the primary coordinator of client presentations as well as participate in trade shows and conventions.

Based on sales, profitability, and service objectives, will develop value-added services for accounts within their portfolio. Such services may include but are not limited to the following: develop seasonal or event-specific supplements; coordinate ancillary sales incentive, recognition, and service award programs; coordinate on-site selling or awareness events. Determine and communicate the need for additional staffing for events. Initiate, coordinate, and lead meetings with senior client representatives to review sales and marketing objectives for the account and present additional solutions to reach those objectives.

**What you need**

- Proficiency in math, writing, public speaking, professional negotiation
- Four years of related experience in sales, relationship management, and/or senior account management.

**What is in it for you:**

- Full benefits package
- Education reimbursement

- Profit-sharing
- 401k (with a match!)

(Geiger is an Equal Opportunity / Affirmative Action Employer) (This should be on all postings)

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