

Senior Account Manager Job Description

We are actively seeking a skilled and results-driven Senior Account Manager to join our progressive team. In this pivotal role, you will take charge of sales activities while also managing and enhancing client relationships. Your primary focus will be on nurturing accounts, demonstrating proven success in overseeing million-dollar lines, and leveraging upselling skills to maximize revenue.

Responsibilities:

- Demonstrate a proven track record of successfully managing million-dollar lines and exceeding sales targets.
- Drive sales and manage established client relationships with a focus on nurturing and enhancing accounts.
- Utilize strong upselling skills to identify and capitalize on additional opportunities within existing accounts.
- Leverage knowledge of the distributor and supplier industry, particularly within the printed and promotional space.
- Collaborate with the sales team to implement, develop, and provide creative strategies and proposals to meet client goals with a strong understanding of business acumen.
- Work directly with clients to maximize client/distributor relationship - be their go-to and subject matter expert on all things print and promo.
- Research and assist with sourcing creative cost-effective printing and promotional product needs.
- Maintain articulate and well-spoken communication both verbally and in written formats.

Requirements:

- Minimum of 5 years of experience in a similar Senior Account Manager role.
- Familiarity with the distributor and supplier industry, especially in the printed and promotional space.
- Bachelor's degree in business, Marketing, or a related field. Equivalent work experience will be considered.

Additional Qualifications:

- Strong business acumen and a comprehensive understanding of sales strategies.
- Financial literacy, creative writing, strong verbal and written communication skills.
- Experience with CRM systems, including but not limited to Zoho, is highly desirable.
- Team player mindset with a focus on collaboration and achieving collective goals.

- Ability to work in a hybrid office schedule, commuting reliably during in-office days.
- Excellent communication skills, both spoken and written.
- Listening, creative thinking, and creative problem-solving.
- Project management and organizational skills highly desired.

Base salary

- \$130k-\$150K base salary per year
- Discretionary bonus

Featured Benefits

- Medical insurance
- Vision insurance
- Dental insurance
- 401(k)
- HSA / FSA
- Paid maternity/paternity leave
- Commuter benefits
- Disability insurance

If you are an experienced and motivated Senior Account Manager with a passion for driving sales, nurturing accounts, and contributing to a progressive team, we invite you to apply and become an integral part of our growing organization.

Interested applicants may send a copy of their resume to aloveras@hellovanguard.com