



JOB TITLE: SALES ACCOUNT MANAGER

JOB DESCRIPTION:

The primary objective of the SALES ACCOUNT SPECIALIST is to sell a full line of building products to a variety of market segments. This includes identifying, qualifying and obtaining profitable sales using consultative selling techniques. This position also manages select products based on knowledge of the product market, producers, industry and local market conditions.

GREAT OPPORTUNITY TO LEARN AND BE PART OF THE COMPLETE BUSINESS. FROM SALES/MARKETING, PURCHASING, LOGISTICS, AND THE ADMINISTRATIVE SIDE.

ACCOUNTABILITY

- * Plans and carries out telemarketing program incorporating outbound and inbound communications with **current and potential customers.**
- * Creates demand for products at our customer's level and presents Packard Forest Products as a **"FULL PACKAGE"** supplier.
- * Develop product loyalty, awareness, acceptance and identification through education, promotion and consultation.
- * Develops marketing strategy and develops tactics to grow profitable sales.
- * Creates program and promotion approaches with key accounts.
- * Leads the education process to bring Packard personnel up to speed on all assigned products.
- * Networks with other sales representatives to approach market and customers as a unified team.
- * Manages and controls the specified product inventory to ensure no stock-outs and keep inventory in line with projected market movements and customer requirements.
- * Use customer contacts to remain aware of changes in local market conditions, potential new customer contacts, changing business conditions, etc.
- * Effectively communicates market direction, changes in market dynamics to all sales representatives.
- * Develops sales programs to meet customer needs.
- * Effectively works with the sales team and other employees to provide superior customer service and meet customer expectations.
- * Support outside sales effort by providing timely data to reps or customers on availability, delivery, pricing.
- * Handle customer credits, receiving reports and account receivable.

QUALIFICATION

AWESOME SALEPERSON, FULL OF ENERGY, BURNING DESIRE TO SUCCEED, EXTREMELY CUSTOMER ORIENTED, HIGHLY SELF MOTIVATED, ABILITY TO DEVELOP DEEP AND MEANINGFUL RAPPORT, COMMUNICATE WITH PIERCING PERSUASIVENESS, BELIEVE YOU ARE THE BEST AT EVERYTHING YOU DO AND PROVE IT, CALL ME ASAP TO DISCUSS THIS GREAT OPPORTUNITY. CELL: 614-570-6201 AND LEAVE A MESSAGE OR EMAIL ME ASINCICH@PACKARDFORESTPRODUCTS.COM

REQUIRED COMPETENCIES / SKILLS

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|------------------------------|---------------------------------|----------------------|
| * CUSTOMER SERVICE | * LEADERSHIP | * FOLLOW-THROUGH |
| * LISTENING | * DELEGATION | * PROBLEM SOLVING |
| * ORAL/WRITTEN COMMUNICATION | * ATTENTION TO DETAILS | * COMPUTER SKILLS |
| * TEAMWORK | * INITIATIVE AND SELF MOTIVATED | * SENSE OF URGENCY |
| * NEGOTIATION SKILLS | * PLANNING / ORGANIZATION | * PASSION TO SUCCEED |
- * EXCELLENT INTERPERSONAL & RELATIONSHIP SKILLS