

Job Opening:

Job Title: National Accounts Manager
Department: Sales
Reports to: VP Sales
FLSA Status: Full Time/Exempt

Academic and Trade Qualifications: BS /BA degree

Work Experience/Skills: Experience: Previous sales experience preferred with similar roles and responsibilities

Job Summary: The National Accounts Manager role will focus on selling, managing and growing the industrial sales territory, building long term relationships with the customers, providing voice of customer and providing best in industry customer service.

Sales:

- Make sales budget on a monthly basis
- Build strong short- and long-term relationships with customers
- Effectively prospect, qualify, present and close accounts
- Manage all phases of the sales process and develop a sales funnel for all opportunities
- Qualify each account for opportunities, identify all key decision makers and keep notes of all correspondence and relative information in CRM
- Develop strong knowledge of our products and applications including competitors' products
- Effectively conduct product seminars to customers using supplied materials

Management:

- Manage sales territory and develop high volume accounts in each market served
- Identify and develop plans to expand customer base at each account and in all territories served
- Manage and prioritize outbound calls on a daily, weekly and monthly basis to prospect, develop relationships and follow up on sales opportunities
- Provide feedback on products and applications to Product Manager and Engineers

Customer Service

- Enter customer orders and assist customers with on-line orders
- Provide superior customer service and exemplify Senva Core Values
- Manage stock returns and credit memos per company policy
- Assist customers with basic troubleshooting and assist in elevating to technical support
- Provide phone and order support for other territories on an as needed basis
- Manage all levels of communication with customers in a timely and professional manner

Core Competencies:

- High organizational skills
- Excellent team player
- Excellent verbal and written communication
- Strong public speaking skills
- Self-starter
- Great listener and problem solver
- Qualifier and closing skills
- Acts with high integrity and always puts customer first, company second, and then yourself
- Results oriented, driving performance throughout the company

Senva Core Values:

PROVIDE SUPERIOR CUSTOMER SERVICE

Be easy to do business with and impress the customer

RAPID INNOVATION

Get customer inspired solutions to market quickly

ACT WITH INTEGRITY

Our actions are guided by honesty, consistency of character, and good faith

EXPECT EXCELLENCE

Recognize and reward performance; never tolerate mediocrity, invest in people, compete to win

MAINTAIN A HIGH SENSE OF URGENCY

The market belongs to the aggressive and the swift. Be lean and results oriented. Be a risk taker.

STAND FOR QUALITY

Quality is each employees job. Be consistent in our communications and environment. Establish clear standards and methods for quality

HAVE FUN

Celebrate victory, learn from defeat. Be positive and enthusiastic.

Send cover letter and resumes to rpeine@senvainc.com