Strategic Account Director

Minneapolis Area

POSITION PURPOSE:
The Strategic Account Director is responsible for relationship and overall account management for strategic customers. Responsible for developing an efficient and effective sales plan and coordinating all resources available in support of our strategic customers’ objectives.

ESSENTIAL DUTIES & RESPONSIBILITIES:
- Develop and execute business plan and strategy that supports achievement of annual sales plan.
- Must have a deep understanding of the large account management process and be able to strategically manage the customer relationships at all levels. (including demonstrated success in C-Suite)
- Must demonstrate excellent project management skills and be able to coordinate resources across all aspects of both the customer and internal business units.
- Manage and optimize the business potential across all lines of the business.
- Coordinate and facilitate quarterly and annual business reviews.
- Establish, develop and maintain key sales and organizational contacts within the business in support of assigned national account.
- Develop and effectively write business correspondence and/or deliver sales presentations.
- Communicate, coordinate, and update other departments to ensure error-free service delivery to client including all existing business, new businesses transitions, shipping logistics, innovation.
- Effective planning and time management of weekly outside sales calls and consequent follow up.
- Timely, thorough, and accurate preparation of all required departmental reports i.e. sales calls, forecasts etc.

KNOWLEDGE / SKILLS / ABILITIES:
- Highly driven, self-motivated, and able to work under pressure with minimal supervision.
- Energetic and friendly with excellent verbal and written communication skills.
- Strong negotiation and problem-solving skills.
- Strong quantitative, analytical, and strategic thinking skills.
- Excellent attention to detail with a sense of urgency to meet tight deadlines.
- Excellent customer service skills with a history of exceeding customer’s expectations.

QUALIFICATIONS / PRIOR EXPERIENCE:
- Education: B.A. /B.S. in Business or related field is required.
- Licenses/Certificates: Valid state issued driver’s license, and clean DMV record.
- Experience: A minimum of 10 years of successful outside sales experience and business development in window and door hardware products desired.
- Demonstrated success managing strategic OEM customer relationships.

The above statement reflects the general details considered necessary to describe the principal functions of the job identified and shall not be construed as a detailed description of all the work requirements that may be inherent in the job.

AmesburyTruth is committed to diversity and inclusion. If you are selected to participate in the recruitment process, please inform us of any accommodations you may require. The above statement reflects the general details considered necessary to describe the principal functions of the job identified and shall not be construed as a detailed description of all the work requirements that may be inherent in the job.

Interested candidates please submit resume to careers@amesburytruth.com.