



NATIONAL ACCOUNTS MANAGER

Kenney believes in our vision and values as strongly today as we did when we started our business over 100 years ago. We will continue to provide quality, fashion forward and innovative consumer products for the next 100 years. We will achieve this through our company values by which our employees exemplify incredible levels of dedication, integrity, collaboration, vision and creativity.

Description

The National Accounts Manager is responsible for the direct sales of Kenney products into new and existing brick and mortar retail accounts. This role will be focused on developing, implementing, and managing a sales strategy to achieve aggressive sales goals within assigned accounts. Assigned accounts for this particular role include but are not limited to Lowes, Target, Costco, Ace, True Value, Do It Best, Kohl's and Orgill.

The National Accounts Manager is to lead the relationship effort. As such, he or she is to develop customer contacts and relationships within key functional areas.

This position requires a high degree of professional sales skills. The ideal candidate has previous national accounts sales experience and product knowledge within a home décor category, along with a high degree of organizational and communication skills. He or she must have strong presentation skills and salesmanship.

Responsibilities

- Manage and grow sales within assigned accounts.
- Develop and execute specific sales strategies for boosting sales performance.
- Set and monitor sales targets.
- Negotiate pricing and program elements within assigned accounts.
- Manage sales budget and expenditures to meet efficiency targets.
- Develop and maintain relationships with current customers to ensure long-term success.
- Identify and attract prospective strategic customers.
- Drive continued innovation and best practice implementation, regularly sharing knowledge with the marketing team and top executives.
- Ability to gather and analyze data efficiently with strong attention to detail.
- Act as the liaison between customer and internal teams ensuring that customer requirements are met.

Additional competencies

- Ability to balance the needs of the company with the customer quality and compliance demands and requirements.
- Ability to proactively review and analyze POS data. Is dedicated to driving sales based on fact based recommendations.
- Effectively work with marketing to determine our overall product portfolio. Able to adjust this portfolio recommendation by channel and by account.

Requirements

- BS/BA in Business or Marketing
- Minimum of 10 years of professional sales experience within big box retailers specializing in consumer products
- Strong interpersonal, negotiation, communication, organization, and multitasking skills
- Ability to travel at least 30% of the time