



Senior National Account Manager



ABOUT THE COMPANY

Myers Material Handling Segment serves the industrial manufacturing, food processing, retail/wholesale products distribution, agriculture, automotive, recreational vehicles, marine vehicles, healthcare, appliance, bakery, electronics, textiles, consumer markets, among others. Products are sold both directly to end-users and through distributors.

THE OPPORTUNITY

- Do you enjoy driving a major portion of your company's overall business?
- This is a fast-paced role working in an organization with explosive growth.
- Do you want to be part of a dynamic Myers team here in Cincinnati?

KEY RESPONSIBILITIES

- Grow and manage large National Distribution Accounts.
- Pitch new categories, products, and extensions to build Myers contribution to the accounts business.
- Negotiate long term agreements that provide sustainable growth and business predictability.
- Provide and communicate ROI and other metrics to demonstrate long term value, quality, and service to the customer.
- Network across the customer hierarchy to Manage all phases of the sales cycle and Customer Account Management – including strategic account planning, aid in development and commercialization of new items and execution of daily tactical activities such as: samples, input management, category management, inventory management, expenses, management of confidential information, address quality and service issues, internal/external communications, and other account management functions.
- Work closely with internal and external cross-functional stakeholders to ensure mutual needs are met.
- Work closely with Marketing and Sales Management on programs, pricing, and long-term planning.





IDEAL CANDIDATE QUALIFICATIONS & EXPERIENCE

- 5+ years' previous work experience in National Account Sales or Key Account Management with demonstrated record of growing MRO distributors.
- Minimum of 5-year experience selling large National Distribution customers such as Grainger, Fastenal, MSC and Motion
- Experience with manufacturing/operations management a plus
- Strong entrepreneurial drive, a sales "hunter" mindset, and passion to succeed.
- Excellent project Management skills, strong attention to detail while managing complex cross functional projects.
- Strong knowledge and experience in all aspects of sales, including growth strategies, distribution channel management, account development, and business planning.
- Solid negotiation, conflict resolution, and people management skills.
- Experience and knowledge of partnership agreements and programming details
- Excellent teamwork and team building skills.
- Able to build and maintain lasting relationships with internal and external customers including key business partners and decision makers across the customer's entire organization.
- Knowledge of cost analysis, fiscal management, and budgeting techniques coupled with familiarity with P&L management.
- Solid computer skills with focus on Power Point, Excel, Word, etc.
- Experience using and working with a CRM system to manage accounts, opportunity pipeline, contacts and tasks.
- Excellent verbal and written communication skills; must be a listener, a presenter, and a people-person.
- Bachelor's degree

THE REWARD

High achievement in this role will play a large part in the overall success at Myers and will get attention at the highest levels of the organization.



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