



Position: ASSISTANT SALES ACCOUNT MANAGER

Job Type: Full-Time

Location: Wood Dale, Illinois

Compensation: Commensurate with experience

Job Summary:

A developmental sales role aimed at calling on existing accounts and developing new accounts. Results-driven position focused on key objectives that increase sales and revenue. This role is a critical element of our sales organization and will evolve into a National Account Manager position. The ideal candidate will have demonstrated sales skills in both growing existing customers and in building new customer accounts, market knowledge, professionalism, business relationships, and the ability to work in an office environment.

Primary Responsibilities:

- Assist the National Account Sales Team by growing revenue with new and existing customers via additional product placement and promotional activity
- Help acquire new customers in all targeted channels of trade
- Working closely with outside sales representatives
- Develop professional selling skills and leverage the entire organization to create and deliver the most effective and impactful sales presentations in the industry
- Learn or demonstrate how to negotiate effectively with all levels of a customer buying organization
- Work with the National Sales Team to help build strong business relationships with all levels of the customer management team from assistant buyer to executives
- Build an expert-level knowledge base in each category and class of trade the company participates in. The company's sales force should be viewed as best in class for product and industry knowledge.
- Work closely with operations group to learn how to accurately forecast, order, and transport products to customers, insuring world-class customer service, and customer satisfaction
- Assist the senior management team in the development of strategic sales and marketing platform, strategic account management, and overall sales strategy
- Achieve and exceed sales goals
- Ability to travel, as needed, including but not limited to trade shows and customer account visits.
- Ability to work in our office in Wood Dale, Illinois



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Core Competencies:

- Passion for new customer acquisition, new products, and market leadership
- Driven for results
- Entrepreneurial spirit
- Business savvy
- Strategic account leadership
- Effective and thorough communicator
- Interact professionally with other employees, customers, and suppliers

Qualifications:

- Bachelor's degree required
- Minimum of 1-3 years of successful consumer appliance sales experience or consumer products category
- Direct selling experience to accounts
- Experience selling housewares, consumer durables, compact/small kitchen appliances, and/or bakeware is a plus, but other product categories to be considered as well
- Experience calling on major national retailers is preferred but not required
- Exceptional oral and written communication skills
- Competency in Microsoft Excel, Word, and PowerPoint

No recruiters, please. If you would like to be considered for the MCA Corporation team of professionals, please email your resume and contact information to careers@mcappliance.com or forward to my LinkedIn inbox.