

## **National Accounts Retail Sales Manager (Packaging Manufacturer)**

Location: Detroit Michigan

### **PES # 1732**

Reports to: Vice President of Sales and Marketing

#### **Summary:**

Our client is a leading manufacturer of packaging and paper goods servicing the Retail Grocery, Box Stores and Dollar Store Channels. They are offering a unique and exciting career opportunity.

This is position as the direct result of the company's growth and expansion.

This is an opportunity for a CPG Sales Professional to get noticed and advance his/her career.

#### **Responsibilities**

Achieve budgeted sales and profit objectives.

Manage assigned trade, promotional and expense budgets.

Create and execute against customer budgets and business plans by managing accounts, maintaining tools to track the existing business, conducting in-depth analysis of sales numbers (both shipments and POS) to forecast sales volumes, setting realistic goals, and building action plans to deliver budgets.

Aggressively develop new business opportunities with targeted key customers through strategic account planning, sales presentations, introducing new products, negotiating constructive business agreements and rallying organizational resources.

Maintain and grow designated key customers by providing high level of customer service. Build rapport with key decision makers by networking the account at multiple levels to generate business and sell products to achieve account budgets.

Work with cross-functional team members to help ensure customer satisfaction in terms of delivery schedules, inventory levels and ongoing programs.

Remain current in marketplace trends and be able to readily communicate that information with fellow team members.

Understand and develop market pricing for all company products in terms of developing new business, and keeping existing customers priced in a consistent and competitive manner.

Monitor and report to senior management competitive activities.

Provide the accurate and up to date information regarding quarterly priorities, listing/delisting updates and promotional plans.

Report competitive developments including new products, pricing, packaging and promotional activity changes to corporate management.

Travel on a National basis need.

**Requirements:**

Minimum of 7 to 9 years of related CPG Sales experience and accomplishments.

Well-developed customer and buyer relationships with Key/National Accounts Customers.

Must possess positive, self-starter, solutions-oriented personality.

Excellent verbal and written presentation skills.

Must possess effective negotiating and communication skills.

Strong computer skills required in Microsoft Office along with customer-based platforms.

Ability to travel as needed.

Bachelor's Degree or equivalent work experience.

**Compensation:**

Competitive compensation package to include base plus bonus opportunity and car allowance.

**Benefits:**

Full package to include major medical and life. Opportunity to participate in company sponsored 401 K program.

**Relocation:**

Assistance Provided