

## **Job Title – National Accounts Manager**

Location – San Antonio, TX (Home Office, if not local)

Position Type – Full Time

Reporting To: Managing Director

As a National Account Manager (NAM), you will call on End Users at all levels of the organization to identify the key stake holders to get AgiLight and Acolyte product lines introduced and specified into signage and/or general illumination programs. The NAM must be able to call and track all conversations with our CRM system and be able to direct/guide our organization into the growing market segments. The position requires strong negotiation skills and the ability to foster long-term relationships with customers.

## **Responsibilities:**

- Identify/Develop new End Users and explain the Company's value propositions
- Build brand equity and increase sales volume of brands assigned
- Maintain positive relationships with current customers to ensure long-term success
- Act as the liaison between customers, sign companies and internal teams ensuring clients' requirements are met
- Ensure brand consistency
- Negotiate contracts to maximize Company's GMP while meeting customer's needs
- Create, manage and update custom reports as needed
- Work with Sales and Marketing departments to set and implement strategies for new products
- Provide direction on national exhibitions to attend focused on the end user market
- Stay up-to-date with internal and external developments and suggest new ways to increase sales

## **Qualifications:**

- End User sales experience preferably in the Signage market.
- Proven track record as a National Account Sales Manager focused on the End User specifications.
- 10+ years' experience in sales with most being in a national account role
- Experience in negotiating and meeting client requirements
- In-depth understanding of sales performance metrics
- Hands on experience with CRM software and Microsoft Office (Power Point, Word, Excel)
- Self-motivated to succeed along with excellent analytical and organizational skills
- Strong communication skills
- Availability to travel as needed with some international travel. Valid Passport a must.
- B.S. degree or long term relevant field experience