

Job Title – National Accounts Manager

Location – San Antonio, TX

Position Type – Full Time

Reporting To: Managing Director

Agilight is looking for an experienced National Account Manager to join our team. This position will be responsible for building and maintaining strong relationships with End User accounts.

As a National Account Manager, you should be able to call on End Users at all levels of the organization to identify the key stake holders to get the AgiLight product line sole specified in their signage programs. This person will need to 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. We also expect you to have good negotiation skills and the ability to foster relationships with customers.

Ultimately, you should be able to facilitate communication with end user customers and build long-term relationships to achieve business goals.

Responsibilities:

- Network with End Users to identify and explain value propositions to them
- Develop and maintain relationships with customers to ensure long-term success
- Act as the liaison between customers, sign companies and internal teams ensuring clients' requirements are met
- Identify and attract prospective strategic customers
- Ensure brand consistency
- Negotiate contracts
- Collect and analyze sales data and trends
- Maintain high customer satisfaction ratings, according to company standards
- Work with Sales and Marketing departments to set and implement strategies for new products
- Stay up-to-date with internal and external developments and suggest new ways to increase sales

Qualifications:

- End User sales experience
- Proven work experience as a National account manager focused on the End User
- Solid experience in sales and customer service

- Demonstrable experience in negotiating and meeting client requirements
- In-depth understanding of sales performance metrics
- Hands on experience with CRM software and MS Excel
- Excellent analytical and organizational skills
- Strong communication skills
- Availability to travel as needed
- B.S. degree or longer term relevant field experience