

National Account Manager

CWD (Circus World Displays Ltd.) owns and operates 4 divisions and over 30 brands. Our divisions include SVAT Electronics, Tronics International, BlueTronics Group and RDS. CWD was established in 1961 and has become an innovator in the consumer electronics world.

We are experiencing growth in our Sales department which has resulted in the need for a National Account Manager.

This is an excellent role for a candidate that is seriously driven to achieve success and to generate new customers.

The successful candidate will be responsible for:

ACCOUNT PROSPECTING

- Establish and develop contact with buyers across the United States and other countries by contacting prospects several times daily via email or phone in order to “break through”
- Prepare for objections and build trust with prospects
- Provide prospects key information
- Prepare vendor agreements
- Submit a new prospect summary report for pricing by following Prospecting action plan

ACCOUNT MANAGEMENT

- Developing and implementing strategies to maximize revenue from key accounts, such as exclusive product bundling
- Maintaining relationships with national and key independent accounts through rapport building activities
- Proactively review existing accounts to ensure we are maximizing our opportunity to retain the customer
- Providing ongoing account servicing including project management, request fulfillment, and general client communications
- Developing and preparing product pitches and setup
- Performing account sales analysis
- Conducting web and store audits to identify item sales variances
- Reviewing RSP sheets, audits, YTD sales analysis, media, stock out/discontinued items, and any issues
- Participate in trade shows
- Following up on all pending orders including shipping dates and deadlines.
- Preparing monthly reports

The qualified candidate will possess the following qualifications:

- Minimum 3 years experience in account management and sales
- University degree or college diploma in Business, Sales or a related field
- The ability to travel throughout North America approximately 1-2 times a month
- Strong communication, organizational and interpersonal skills

- Proficiency with Microsoft Office and the Internet
- Experience and/or a keen interest and understanding of electronics
- Professional attitude and work ethic
- The ability to multitask, learn quickly and easily adapt to a fast-paced constantly changing environment

Qualified candidates are encouraged to apply online by visiting <http://www.svat.com/hr.php> and selecting the “Apply for a Position Now” button. Please note that only selected candidates will be contacted for an interview.