



Account Manager

JOB SUMMARY:

Manage and lead assigned account/territory package. Increase the value of Mlazgar to our customers, growing volume and profitability of the account base while promoting Mlazgar manufacturers and services in a professional and ethical manner.

RESPONSIBILITIES:

1. Create, execute, and communicate an ongoing professional sales plan to increase sales and profitability of assigned customer base or assigned territories. Account Managers are also expected to participate in all manufacturer training, informational seminars, business meetings and joint sales calls.
2. Establish and maintain a consistent call schedule via MS Outlook calendar based upon the profitability and future potential of the assigned accounts across all market segments/needs.
3. Negotiate with customers on behalf of Mlazgar. Position our manufacturer's products to obtain orders, meet schedules and enhance profitability.
4. Participate in customer events to promote Mlazgar products and services including, but not limited to:
 - Open house events
 - Counter events
 - Social events
5. Coordinate and facilitate quick quotes with internal Mlazgar resources to distributors and construction partners for small projects and/or design build projects.
6. Prospect for new accounts as assigned and applicable.

7. Assist in resolving customer disputes concerning delivery, factory issues, pricing and returns in a timely manner.
 8. Position may require significant travel and after work entertainment of accounts and manufacturers.
 9. Other duties as assigned.
-

JOB REQUIREMENTS:

- EDUCATION:** Bachelor's degree in business, engineering or a related field or equivalent experience.
- EXPERIENCE:** Five years previous sales experience in lighting or related field.
- SKILLS:** Excellent leadership and communication skills with the ability to professionally represent Mlazgar. Strong negotiating, selling, organizational, time management, interpersonal and basic financial skills. Outstanding verbal and written skills with emphasis on delivering manufacturer presentations. Good understanding of the market we serve and our competition. Maintain a professional appearance and provide a positive company image.
-

JOB ACCOUNTABILITY: Responsible for managing assigned territory between Mlazgar Associates customers and manufacturers.

REPORTS TO: Burt Holm, VP Sales

EMPLOYEE CLASS: Salary

STATUS: Exempt

ABOUT MLAZGAR ASSOCIATES:

- Fast-paced and fun work environment that rewards success
- Flexible work schedule and/or remote work options
- Competitive base salary with bonus potential
- Comprehensive benefit package as well as 401k
- Paid Time Off
- 9 ½ days of Paid Holidays

- Office hours 7:30am-4:30pm Mon-Fri