

National Sales Account Manager

IOGEAR Irvine, California

Job Description

GENERAL POSITION DESCRIPTION: Manage key named accounts doing business with IOGEAR. Handle all sales aspects of our category and product lines sold by National Resellers selling into multiple verticals. Working with PM, Channel Marketing and Operations to grow revenues create new opportunities and meet or exceed monthly sales quotas at the appropriate gross margin while increasing customer satisfaction. This role is directly responsible for the dealings with National Reseller accounts that are important to the organization's success, and is required to manage the needs of the transactions and relationships with the customers.

REQUIREMENTS – Knowledge, Skills and Responsibilities:

- Research and qualify new potential customers for IOGEAR products.
- Develop and execute business plans for each customer.
- Develop long term relationships with customer field sales, insides sales and key management.
- Establish, develop and maintain positive business and customer relationships.
- Work with Distribution sales teams for named accounts.
- Achieve individual/company sales targets and objectives.
- Maintain and increase sales with current customers by introducing new SKU's and products.
- Stay current on Industry, product knowledge and competitive marketplace.
- Travel to assigned customer locations on as needed basis.
- Follow through on Channel customer development and approval cycle to close sales.
- Attend trade shows, internal product training or other seminars as recommended by manager.
- Interface with customer's Engineering, Marketing, Purchasing and Accounting departments.
- Interface with IOGEAR Engineering, Product Management, Marketing and Accounting departments to assure that customer needs are met.
- Analyze customer's needs and recommends products that best meet customer's requirements.
- Review market analyses to determine customer needs, price schedules, and discount rates.
- Work with inside sales representatives or sales assistant to keep account activities and literature up to date.
- Coordinate customer training.
- Investigate and resolves all customer issues.
- Provide manager with weekly and monthly sales activity reports.
- Follow up on customer shipment status, RFQ's, quotes, request for samples, catalogs and other customer requirements.
- Attend internal product training and product management meetings.
- Assist in pricing and contract negotiations with prospects and customers.
- Additional responsibilities as needed.

REQUIRED BACKGROUND:

- ***Degree Required:*** Yes –BS/BA or equivalent experience
- ***Required Experience:*** Previous 3-5 years experience in Channel sales. Some project management experience very helpful. Knowledge of manufacturing process.