



National Account Manager – MULTI STATE

Job Description

Department:	300 - Sales	Reports To:	VP of Sales & Marketing
Positions Supervised:	This job has no supervisory responsibilities.		
Travel Required:	30%	FLSA Status:	Exempt
Schedule:	M-F 8:30-5:30	Classification:	Full-Time
Last Revision Date:	8/17/2018	Location:	Oldsmar, FL

Job Summary

This position is primarily responsible for the revenue growth of Vanguard Protex Global through the achievement of sales results as measured against monthly performance goals. The National Account Manager is expected to conduct themselves as a sales professional, expert in the methods of consultative selling techniques, who cultivates new business, manages relationships with their existing customer base and is constantly seeking opportunities for VPG to grow the size of the customer base and or increase the revenue contribution by customer. This position is B2B only and is to develop relationships with key decision makers at retail companies, fixture companies, and consumer electronics manufacturers. The National Account Manager will also have a protected geographic territory within the United States. This position is considered an outside sales position. **MULTI STATE TERRITORY.**

Duties and Responsibilities

The following are duties and responsibilities for the position. Other duties or functions may be performed as assigned.

- Drive incremental revenue in assigned territory.
- Conducts ongoing research to locate potential prospects and identify industry trends by using resources available through the internet, trade publications, trade organizations, associations or other reliable means of identifying prospective customers.
- Effectively interfaces internally with members of the Engineering and Operations teams in order to communicate the scope of details related to a potential project.
- Develops a detailed knowledge of our products and services, and extends that knowledge to appropriately configure a system based on the stated needs of the customer or prospect.
- Schedules and conducts on-site and remote sales presentations to existing and prospective clients. Executes presentations using various means – electronic, paper based – and with strong presentation skills. Must be available to travel within the United States.
- Prepares all paperwork, forecasting and reports in compliance with stated operating procedures.
- Maintains market awareness as it applies to the key sectors served by VPG.
- Must maintain accurate account data through the use of the CRM system.
- Maintain punctual and regular attendance for scheduled work hours.

Knowledge and Technical Skill Requirements

To perform this job successfully, an individual should have the following knowledge and skills:

- Highly organized and efficient; capable of working in a fast paced environment and demonstrates a track record of success in outside sales.
- Proficiency in various MS Office programs required (Word, Excel, PowerPoint). Applicants should possess a working knowledge at time of hire with willingness to advance skills through formal classroom and/or self-study programs.
- Working knowledge of data file management techniques in a client/server network environment. Must be familiar with common file format types; file copying/moving functions and standard naming conventions.
- Exceptional interpersonal skills allowing for clear, concise written and verbal communication with internal and external groups.
- Proficiency in CRM systems.

Education and/or Experience

Bachelor's degree from a four-year college or university preferred; or four years related experience and/or training; or equivalent combination of education and experience.

Certificates, Licenses, Registrations

This position does not require certificates, licenses, or registrations.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. This position may require extended periods of standing, sitting, as well as some repetitive movements and repetitive lifting of minimal weight. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Work Environment

The work environment has a normal level of production sound and occasional high levels of sound. Production area is not aggressively climate controlled. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Travel

Travel is a requirement of this position and will consist of traveling to customer sites and for trade shows. The travel time is approximately 30% - 40% -- MULTI-STATE TERRITORY.

Supervisory Responsibilities

This position does not have supervisory responsibilities.

Vanguard Protex Global is a drug-free workplace.

Employee Name

Employee Signature

Date