



Buyers Products Company, a fully integrated manufacturer and a leader in the truck equipment industry, is looking for experienced, motivated sales professionals to join their National Accounts Sales Team.

This is great opportunity to join a top - notch organization, contribute at a high-level with significant income potential!

Mission Statement:

“We are dedicated to improving our customers’ profitability and productivity, while enhancing the quality of our products and services. We will continually develop new products as needs change and opportunities present themselves...”

Core Values:

- **Pride** – Our company has a rich history of driving value for our customers and our people demonstrate this every day.
- **Teamwork** – We are one team whose function is to create value together.
- **Integrity** – We do the right thing even when no one is looking.
- **Passion** – We are devoted to our business and it is evident in our work.
- **Innovation** – Think BIG (product, process, people)
- **Sense of urgency** – We have a bias for action.

Scope of the National Accounts Manager Role

Identify, target, and build business relationships with new and existing national account customers in order to maintain or increase demand for products within the truck equipment and snow & ice markets.

Responsibilities of this position include:

- Finds and develops new business opportunities by identifying prospects through analyzing market trends and new untapped market segments.
- Drives organic growth with current customer base by building an understanding of key challenges. Acts as a consultative partner to provide mutually beneficial solutions.
- Meets with customers to demonstrate value provided by products, trains and educates customers in the use of Buyers Products
- Researches and monitors market trends, competitors' sales activities, and consumer needs.
- Develops and executes Sales Plans consistent with the commercial strategy
- Uses CRM as a strategic tool to maintain customer records and to manage the opportunity pipeline
- Utilizes available data analytics, such Tableau, to identify opportunities to grow the overall value of customers, improve efficiency, and make better strategic decisions.
- Develops relationships (deep & wide) within the customers’ organizational structure, focusing on building strategic relationships with key decision makers.
- Negotiates contracts
- Participates in performance reviews, annual sales meetings in OH, and ongoing training and development.
- Collaborates with internal teams, including sales, product development, marketing and supply chain, to ensure alignment and successful execution of account plans.



Education, Experience & Requirements

- Bachelor's Degree from an accredited institute in related field
- 5+ years of progressive sales and key account development experience
- Significant overnight travel and frequent in-person customer visitations required.
- Knowledge/Experience in the work truck industry preferred, specifically with regards to National accounts in the retail, e-retail, and/or wholesale space.
- Proven negotiating experience.
- Strong problem-solving skills
- High technical proficiency in MS Office (excel, outlook, word, PowerPoint etc)
- Ability to efficiently use data analytics and related tools
- Strong communication skills internally and externally
- Highly organized and skilled in time management
- Ability to present in large group setting across multiple different customers types
- High level of professionalism and integrity.

The position will require sales professionals that are self-motivated, able to manage their time effectively with minimal supervision, have a positive attitude and are results oriented.

In exchange for meeting the above requirements the company offers a very attractive compensation package for only **Top-Talent** candidates that includes:

- Highly competitive salary
- Annual Bonus Program
- Top-notch profit-sharing program
- Paid Expenses
- Company Vehicle
- Laptop with cellular access and smartphone
- Excellent health benefits
- Paid holidays, vacation and personal days

And MORE!