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National Accounts Manager

Buyers Products company, a leading manufacturer in the work truck industry, is searching for a National Accounts Manager to complement the skills and talents of our National Accounts Department.

Primary Job Duties:

- Creating and monitoring targets for the national sales department.
- Building a trusting and professional relationship with clients.
- Meeting with clients and account managers.
- Ensuring that all accounts are looked after and maintained.
- Supervising and managing regional salespeople in your department.
- Following up on complaints and queries on behalf of clients.
- Promoting new services and products to clients in your department.
- Reporting to senior management on the status of your accounts.
- Taking a leading role in presentations and proposals for national accounts.
- Monitoring and identifying market trends, competitors, and new sales leads.

Skills/ Experience:

- A minimum of 5 year's experience in a regional or national account manager position.
- A sales background with a demonstrated history of sales performance.
- A solid grasp of sales metrics, performance measures, and technical indicators.
- A thorough aptitude for analysis and strategy.
- Decisive thinking and leadership abilities.
- Excellent interpersonal and client-relations skills.
- Negotiation, conflict resolution, and presentation skills.
- Dynamic and creative problem-solving abilities.
- A strong client-focused mindset.

Education Background:

- A bachelor's degree in business management, business science, or a related field.

About Buyers Products Company

Established in 1946, Buyers Products Company has grown to become a leading manufacturer in the work truck industry. Buyers Products specializes in durable truck boxes, heavy duty towing equipment, hydraulics, controls, and all-season trailer accessories. The Buyers line of snow and ice equipment includes SnowDogg® snowplows, SaltDogg® spreaders, and ScoopDogg snow pushers. For more information, or to apply to this position, please visit www.buyersproducts.com.