



Job Description

Job Title: Account Manager
Location: MGK Corporate Office

Department: Custom Solutions
Reports to: Custom Solutions Sales Manager
Date Prepared: March 1, 2019

General Description:

This role is responsible for driving penetration and profitable growth within channels targeting end consumers of MGK products – including eCommerce and other emerging channels. The position has two primary focus areas: First, to maximize sales in within current customers, and second to cultivate new customers. This will require the skill set to aggressively position, sell, and drive ongoing optimization of MGK products across relevant channels. Additionally, this role is expected to provide channel insights to the internal MGK Marketing team, and be a strong contributor to strategies and plans to drive growth.

Principal Activities & Responsibilities:

- Proactively interact with current accounts and develop new customers by growing knowledge of eCommerce and other emerging channels for assigned products.
- Independent implementation of approved sales & marketing strategies and tactics aimed at growing sales with customers.
- Create internal and external presentations utilizing PowerPoint and other media within the MGK Brand Standards.
- Develop recommendations for optimizing Sales and Marketing programs based on sound analysis of historical performance.
- Attend and represent MGK at tradeshow, industry seminars, and customer sales/training meetings.
- Support Customer Needs through effective collaboration with MGK cross-functional groups.
- Up to 30% Travel as needed to maintain and grow business

Qualifications:

- A college degree is required.
- 5-years Sales / Account Management experience in Consumer Product categories, preference given to those with experience that includes eCommerce.
- Strong ability to use analytics/data to form account-specific strategies.
- Ability to holistically manage accounts (forecasting, pricing, promotion, rebates, value selling).
- Adept at building relationships and working in collaborative business environments (internally & externally).
- Self-starter, entrepreneurial spirit, grit – ability to drive build solutions in uncharted territories, and bring innovative solutions to a variety of challenges.
- Demonstrated skill in understanding and communicating complex products.
- High proficiency in computer use, specifically Microsoft Office, Outlook and Salesforce.
- Attention to detail.

Physical Demands and Work Environment (OFFICE Position)

The physical demands and work environment characteristics described below are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Physical Demands include constant sitting, walking, standing, simple grasping and fine manipulation with hands; frequent bending at the neck and waist; and occasional squatting, climbing, kneeling, crawling, twisting at the neck and waist, power grasping, pushing and pulling with hands, reaching above shoulder level, lifting and carrying up to 25 lbs.

Work Environment includes exposure to or working in or around equipment and machinery including a computer keyboard and mouse.

Frequency Definitions: Constant = Over 40% / Frequent = Up to 40% / Occasional = Up to 10%