



Organization: Perfect Timing, Inc.

Job Title: National Account Manager

Reports to: SVP of Sales

Date Posted: 1/12/12

Job Type: Full time regular

Job Location: Negotiable- Corporate Office is in Waukesha,WI

Company Profile Perfect Timing is a leading supplier of high-quality calendars, stationery, specialty gifts and back-to-school products in North America and abroad. With three distinct brands, as well as proprietary relationships and licensing agreements with world-renowned artists, leading sports organizations, and other high profile licensors, we can deliver innovative and exclusive products for every age, interest and taste. The company's brands are individually known for their creativity and innovation while offering superior design and quality. To learn more about Perfect Timing please visit our website at www.perfecttimingbrands.com .

Responsibilities

The National Account Manager is responsible for developing key partnerships and alliances with existing and new customer accounts. This includes setting strategic plans to achieve financial goals and managing overall account relationships

Functions will include but not be limited to:

- Manage accounts to meet strategic goals and drive profitable sales growth
- Recommend product features and benefits to increase sales (fact based selling)
- Recommend sales promotions to executive management
- Analyze sales trend data from POS reports & syndicated data to formulate policy that promote sales
- Review market analysis to determine customer needs, pricing and volume potential
- Make sales calls to penetrate at the highest level within the customer organization
- Report accurate sales activity on a consistent basis
- Manage returns, mark downs and sell through
- Communicate customer reactions and problems cross departmentally to aid in maintaining and improving customer satisfaction and support
- Performs other duties and responsibilities as requested or required

Required Skills & Experience

- Minimum 3 years Business experience in Key Account Sales
- Bachelors degree in related business field, Masters strongly preferred
- Exceptional verbal, written and interpersonal communication skills

- Highly proficient level computer skills including Ms Word, Excel and Outlook.
- Able to work in fast-paced, self-directed entrepreneurial environment
- Highly energetic, self starter, strong attention to detail and highly organized.
- Excellent time management skills.
- Problem resolution and creative thinking skills
- Able to multi-task the activities with shifting priorities.
- High integrity, assertive and systematic.

Perfect Timing, Inc. is an Equal Opportunity Employers and complies with all applicable employment laws.

Thank you for your interest in Perfect Timing, Inc. To apply now please send your cover letter and resume to careers@perfecttimingbrands.com .