

Account Manager

Reports To: Branch Manager, Regional Manager
Prepared By: Erica M. Ertter

Company Profile:

A pioneering giant in retail and industrial packaging and printing, Stephen Gould Corporation is the largest privately owned organization of its type in the United States. Since our founding in 1939, we remain committed to providing quality products and services that meet the changing needs of our client base throughout the world.

Summary:

As an Account Manager, you will be responsible for prospecting and calling on businesses in your territory. You'll meet with business owners and decision makers and introduce them to products and services Stephen Gould Corporation can provide to them to enhance their business.

Accountabilities:

1. Prospects for new clients and makes initial contact by cold-calling either in person or by phone.
2. Follows-up, prepares proposals, makes client presentations and sees the sale through to completion.
3. Seeks and acts upon client's feedback regarding satisfaction.
4. Is responsible for client retention, and cross selling and up-selling to existing clients.
5. Works independently in the field 70% of the week or more, extensive local travel.
6. Develops and maintains base of strategic account plans.
7. Learns about the needs of business clients and provides solutions to meet those needs.
8. Negotiates pricing, and terms/conditions with clients.
9. Performs ROI assessments to determine if a sale is profitable.
10. Ability to build strong business relationships

Qualifications:

1. College Degree preferred.
2. Experience in the packaging industry helpful but not required
3. Success-oriented, entrepreneurial, goal-oriented and a self-starter
4. Positive, sales-oriented personality
5. Business-like, professional appearance

Mid-Atlantic Locations:

1. Glen Burnie, Maryland (Baltimore & Southern Delaware)
2. Rockville, MD (DC & Northern Virginia)
3. Richmond, VA (Southern Virginia)
4. Raleigh, NC
5. Charlotte, NC

To Apply:

Contact Robert Rosenbaum at rosenbaum@stephengould.com.