

Key Account Sales Manager

Territory Position(s) Available In – San Francisco, Los Angeles, Seattle, New York, Arizona, Georgia, Boston and Connecticut

Job Description:

We are currently seeking seasoned career minded sales professionals to join the Outside Sales Group and become a part of our industry leading company aligned for sustained future growth in the professional fitness equipment & wellness supply market.

A fast paced, demanding, outside sales environment, you'll establish new accounts and build upon existing territories that are currently experiencing a strong re-purchasing cycle. You will be expected to meet and exceed sales targets in a geographically defined area.

This dynamic role requires the ability to multi task, project enthusiasm for our message in wellness, anticipate client needs, respond quickly, and gain sufficient training on product and sales philosophy required to be successful in the field.

Ours is a relationship driven business - your ability to successfully establish a client base and collaborate with your fellow teammates is critical.

Must be an independent, focused account manager, who is comfortable in a flexible outside sales environment.

Position Information:

As an Key Account Manager, you will be responsible for:

- Prospecting, building, and cultivating new and existing client base by market segment within your region. Market segment opportunities include Hotels, Apartments, Corporations, Municipalities, Country Clubs & more...
- Responsible for growing existing accounts along with establishing new business by exclusively representing leading equipment brands and providing specialized facility planning & design solutions.
- You will be assigned to one or more Teams within our greater sales force to help collaborate and build upon national account relationships.

Desired Skills & Experience

Position Requirements

- A proven track record in Sales, with past experience in outside sales, prospecting, and account positioning.
- Ability to effectively prospect, cold call, network with professionals within the industries we call upon and present professional proposals for generating new business.
- Ability to grow business and develop positive and strategic working relationships with current accounts and your Teammates.
- Excellent verbal and written skills..
- Highly organized and self-motivated.

Position Requirements (continued)

- Strong business analytical mindset –well versed in articulating our business model and ROI as well as risk management support for our clients.
- Post sales support – expected to provide after sale customer support insuring installation execution and product demonstration for facility staff.
- Position may require light travel outside your territory, including trade shows and corporate events.

Minimum Position Requirements

- A minimum of 3 years of outside sales experience.
- Clean driving record
- Sales experience in the medical, health or wellness industries and enthusiasm for fitness is a plus.
- Educational background: a 4 year college degree is highly encouraged for candidates looking at this career opportunity.

Compensation and Benefits

- A competitive base salary plus a no-cap highly attractive commission structure.
- Quarterly & Annual performance bonuses.
- Full benefit plan offering includes: medical, dental, vision, 401k, paid holidays.
- Monthly expenses reimbursement includes a car allowance

If you have the qualifications and experience we expect, and the prospect of working for a leader in the multi-billion dollar wellness industry is appealing, we want to speak with you.

For more information, please send your inquiry to: expectmore@afproducts.com