

## **Manager – Key Accounts**

### **About Augusta Sportswear Brands:**

Augusta Sportswear Brands is a leading designer, manufacturer and marketer of high – end performance active wear, uniforms and spirit wear for teams, coaches, athletes, fans and corporate needs. Our portfolio of brands includes: Augusta Sportswear, Holloway, High Five, Pacific Headwear and Russell Athletic. Augusta Sportswear Brands is based in Augusta, Georgia. For more information, visit [augustasportswear.com](http://augustasportswear.com)

### **About the Position**

Manager – Key Accounts will be responsible for growing sales on an established book of business and hunting for new accounts. The position is part of a team, is remote and has no direct reports.

The role of Manager – Key Accounts reports directly to the Sr. Director – Key Accounts.

### **Job Responsibilities:**

- Responsible for driving revenue and exceeding sales targets in assigned accounts
- Develop and implement comprehensive account plans to grow accounts
- Strategically position and sell Augusta Sportswear Brands full portfolio of products into assigned accounts
- Cultivate and develop new and existing relationships – at all levels – in assigned accounts
- Work cross functionally within assigned accounts, and Augusta Sportswear Brands, to craft and implement key account strategy and solutions
- Present and communicate key account strategy to Augusta Sportswear Brands Field Sales Team and Leadership Team as needed

### **Job Requirements:**

- 5+ years of key account management experience
- Strong communication, computer and presentation skills
- Excellent organizational and time management skills
- Strategic, solution oriented thinker
- Must be self-motivated, trustworthy, have a positive attitude and work well on a team
- Experience in apparel/headwear or licensed/team sports preferred
- Experience with Promotional Products accounts preferred
- Position requires up to 30% travel, within the United States, and on some weekends
- Must be able to lift up to 40 pounds