



National Account Manager

Department: Sales

Reports to: Sales Manager

Date Issued: 07/29/2022

Fey Promo in Edgerton, MN seeks a full-time **National Account Manager** to join our growth focused, forward thinking organization. If you enjoy being part of a dynamic sales team that is laser focused on growing sales of target customers then this is an excellent opportunity for you. This role is one that can be fulfilled remotely or on site. If working remotely, work must be performed within one of the following states: MN, MO, SD, TX, UT or WI.

To the **National Account Manager** we offer:

- Competitive wages, including sales incentive opportunities
- Health Insurance (majority company paid)
- Paid Time Off
- Dental and Vision Insurance
- Life Insurance, Critical Illness, Accident, Short-Term Disability
- 401k
- Onsite gym including basketball court and locker rooms
- And more...

Summary of Position: As the **National Account Manager** (NAM), you will be part of a dynamic sales team in a role to sustain and grow specific customer national accounts. This role will provide insight and develop growth plans, while working with our internal team to implement those plans.

Top Accountabilities:

- Drive sustained profitable revenue growth within a targeted customer segment using an established customer profile.
- Achieve established goals and metrics.
- Quote custom and large projects.
- Land large quantity and custom quote through participation in the “Big Ops” process.
- Develop and deliver a quarterly review for each assigned account and negotiate targets for the annual sales goals.
- Develop a relationship sales experience for your customers.
- Deliver a uniquely better and simplified customer experience.

Requirements:

- Self-motivated and comfortable working in a dynamic fast paced environment
- Proven self-driven sales experience, preferably in the Promotional Products Industry
- Results Driven; Passion for sales
- Computer efficiency; including effective use of CRM and other software applications
- Strong writing and verbal communication skills
- Ability to effectively navigate a cross-functional environment

- Reliable and dependable
- Ability to set up/take down large show booth and/or table top displays
- Travel based on business needs; Estimated 25%+ travel for meetings and/or trade shows as assigned
- Promotional Product industry knowledge required.

Education and/or Experience: Preferred: Bachelor's degree from a four -year college or University and 1 year experience in a sales role; or equivalent combination of education and experience. Promotional Product industry knowledge helpful.

Fey Industries, Inc. started in 1965 to provide branded promotional packaging products that enhance the image of other organizations and continues to grow with additional product lines and acquisitions.

Fey is a light manufacturing company who operates in a clean, climate controlled, work environment and strives to have a culture representing family values. We are passionate about what we do both at work and within the community. We believe in helping our team members live our core values; Team Player, Do The Right Thing, Drive Results, Make It Uniquely Better & Simplified throughout each day.

Our purpose is brightening the world through our actions which includes the impact we create with our products, jobs and communications. For more information about us, visit our website at www.feyindustries.com

For questions or more details on this position, please contact Human Resources at applicants@feyindustries.com. A copy of the full job description is available upon request or at time of interview.

Fey Promo falls under the corporation of Fey Industries, Inc. For more information about the corporation or to apply for this position, please visit www.feyindustries.com

For more information on Fey Promo, please visit www.feypromo.com