

Strategic National Accounts Manager

Location: Midwest (MI, IN, OH, MN & MO) – Work Remotely

Travel: 23 weeks out of the year

Salary: Competitive

Job Description:

Terry Town is a growing supplier in the promotional products industry that specializes in beach & sport towels, robes, blankets, & home and travel accessories. We are based in San Diego, CA but this position will be remote, candidates must reside in Michigan, Indiana, Ohio, Minnesota or Missouri.

We are searching for a self-motivated, sales and marketing professional to build its brand in the mid-west region.

Job duties would include mid-west and national travel, attending trade shows and setting up sales meetings to develop long lasting relationships with its distributor network.

Candidate would be partnered with an inside sales or customer service person out of the San Diego office to help manage and grow accounts.

Must be able to set strategies, goals and means of achieving internal growth strategies in the territory. Candidate will be responsible for communicating and negotiating sales and partnerships with its distributors in the territory. Other duties include but not limited to:

- Market/ Territory analysis
- Research and respond to order status & shipping inquiries
- Conflict Management
- Prospecting new distributors
- Building relationships with existing distributors
- Working closely with other sales team members locally and nationally
- Setting up sales meetings with distributors in the Midwest region
- Attending local and national tradeshow

Must have good presentation, face to face communication skills, customer service and relationship skills, like to travel and have a bachelor's degree in business or sales/marketing.

Must be efficient in typical business software like Microsoft word, excel, PowerPoint and have strong analytical skills.

Terry Town has a terrific work place culture where employees can thrive and learn new things on a daily basis to help them along their career path.

Terry Town also offers a competitive benefits package.

If you believe you would be a good fit based off of the criteria above, we would love to hear from you!

Please email your resume to employment@terrytown.com