



JOB DESCRIPTION: Sales/Account Manager
JOB CODE: SAL-AM
DEPARTMENT: Sales & Marketing
REPORTS TO: Sales Manager
TYPE: Full Time
DATE UPDATED: November 01, 2017

JOB SUMMARY:

Reporting directly to the Sales Manager, this Sales/Account Manager will be part of a team responsible for selling and managing the complete range of Urner Barry's products and services. The Account Manager is responsible for implementing the company's sales and marketing strategy, identifying and qualifying leads while consistently closing business in order to meet or exceed their sales quota. Qualified candidate should be able to accurately and on a timely basis document sales and customer service activities, and process appropriate paperwork. As employee development is essential, responsibilities and job function may expand and evolve proportionate to the employer's needs.

ESSENTIAL FUNCTIONS (include, but not limited to):

- Implementation of sales strategy
- Understanding of the Sales Process and Consultative selling skills
- Management of sales cycle from lead generation to close
- Consistent and on plan revenue delivery through lead identification, qualification and sales pipeline management
- Development of new revenue
- Support of covered services
- Contribution to highest levels of prospect and customer satisfaction
- Professional interaction with UB staff

QUALIFICATIONS:

- Positive attitude
- Confident and persistent
- Self-actualized
- Creative ability and imagination.
- Excellent communication skills.
- Ability to work under pressure.
- Excellent presentation and demonstration skills both in a group setting and on the phone
- Command of PC Windows environment including Microsoft Office
- Some travel required
- Bilingual/Spanish a plus

CHARACTER:

- Smart, flexible, diligent and professional
- Good communicator
- Maintain sense of urgency
- Straightforward, honest, team player

COMPENSATION:

- Base salary plus commission and bonuses
 - Health, Optical, Dental, Orthodontic Insurance, 401k, Profit Sharing
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SUBMIT RESUME TO: Human Resource Manager

Urner Barry
P.O. Box 389
Toms River, NJ 08754
Fax: 732-341-0891
E-mail resume to: careers@urnerbarry.com