

SIMCONA

SOURCING, PROCUREMENT & LOGISTICS

275 Mount Read Blvd.
Rochester, NY 14611
Tel: 800-274-6266
www.simcona.com

NATIONAL ACCOUNT MANAGER

Simcona Electronics Corporation is a leader in supply chain outsourcing and manufacturer of custom subassemblies. For over 50 years, Simcona has served as a trusted partner for sourcing electromechanical components for manufacturing companies across the United States. Headquartered in Rochester, NY, the company has grown to become one of the largest contract manufacturing companies, specializing in industrial electrical panels, cables & wire, and other electrical and mechanical subassemblies.

We are experiencing rapid growth and are seeking to recruit a high-energy and extremely capable individual to help lead and be a member of our management team. If you are eager to join a winning team and thrive in an evolving environment that offers continuous learning opportunities, then Simcona is the place for you to be.

Simcona is an Equal Opportunity Employer and seeks employees who are hardworking, committed, and exceptionally dedicated to customer satisfaction. We offer employee benefits that include medical, dental, or vision insurances, and life insurances, Paid Time off, Paid vacation and personal holidays, and a 401(k)-retirement plan.

Job Summary

The National Account Manager is a field sales executive position, focused on customers to achieve revenue and margin goals in assigned accounts. The primary role of the National Account Manager is to identify customer needs and apply Simcona's value proposition to drive sales growth and improved profitability.

Responsibilities & Duties:

- Develops strong, strategic relationships with customer(s) to identify and leverage the customers' business goals, growth strategies and profit drivers to deliver the appropriate business value proposition sales solution strategy.
- Provides leadership and guidance in key customer planning and engagement.
- Performs key customer analysis to identify and achieve growth in their customer's solutions capability.
- Conducts regular business reviews with assigned accounts to track progress toward revenue and growth goals and owns execution of business plan.
- Maintains and monitors pipeline and metrics for assigned customers, performs analysis and identifies improvement opportunities.
- Supports supplier's strategies by aligning solutions with customer to maximize profitable growth, and customer expansion.
- Closely manages profitability by minimizing profit leaks and maximizing gross profit.
- Measure, track, and analyze performance to the annual sales goals and commitments. Reviewing quarterly with each assigned account.
- Conduct in person, quality sales calls regularly with assigned account base.
- Clearly identify customer and brand needs to the marketing and communications department to include product, literature, digital content, advertising, promotions and selling tools.
- Work with Cross-functional teams (customer service, engineering, purchasing, and manufacturing) to support assigned account base.
- Prepare and maintain an account profile (strategy, competitors, key products, branches, etc.) and outline any key processes needed to maintain the account.
- Other duties as assigned.

Skills & Abilities:

- Ability to analyze sales results and other market dynamics to build effective sales plan.
- Strong computer skills with proficiency in Microsoft Office applications.

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- Must be a self-starter, self-directed, and have strong planning and organizational skills.
- Exhibits a strong ability to handle multiple demands with a sense of urgency, drive and energy.
- Valid driver's license. Willing to travel overnight as required to meet goals and objectives (approx. 70%).
- Developing expertise of business, financials, products/services, the market, or account needs. Expanded knowledge of the industry, markets and sales processes; broadens sales capabilities. Further develops an understanding of the range of products/ services that the organization and its competitors sell and that assigned customers purchase.

Job Level Specifications:

- Works with moderately complex territory/ assigned accounts, products/services, sales or account management processes. May refer to policies, practices and precedents for guidance; determines best course of action to achieve results. Solves sales problems in straightforward situations; analyzes possible solutions using sales experience, judgment and precedent.
- Works independently within an assigned territory/account base with moderate sized accounts/opportunities. Has flexibility to set and negotiate terms within defined parameters; is beginning to plan own territory or account approach.
- Impacts own sales quota and that of others; works within a defined territory or account list and to guidelines and policies.

Work Experience:

- Minimum experience required is typically 10+ years with bachelor's or equivalent.
- Demonstrated knowledge and experience working with independent manufacturer rep agencies and wholesale distribution channels.
- Previous industry experience a plus.

Education:

- Bachelors Degree or equivalent in a technical or business specialty.