



Key Account Manager North Branch, New Jersey

The Key Account Manager will report to the Vice President Sales & Marketing of SCS and will have, in partnership with the Regional Sales Rep, responsibility for growing and managing revenue growth in the specified Key Account. The Key Account Manager will work to grow existing business at these strategic clients by managing corporate contracts that include specific price and volume goals. This includes expanding our product penetration through increasing the plastic drum share for SCHÜTZ, conversion of steel drums to plastics drums and IBCs, increasing returns, and coordinating regional sales activity into the various manufacturing locations; all towards the goal of maximizing the revenue and margin generated. Additionally, the Key Account Manager is responsible for seeking out and developing new business opportunities through the existing key account base. This role is considered to be a strategic part of the business and sales team and must have the vision, drive, and interpersonal skills to succeed in securing growth. You will be a “hands on” account management professional operating with a sense of ownership.

Essential Duties and Responsibilities of the Key Account Manager:

- Drives Revenue through recognition and realization of opportunity at existing key accounts.
- Manages key account relationships as the point-of-contact for day-to-day issues, including ongoing communications, and coordination of contracts, conversion project, billing and other activities.
- Works with key accounts and SCHÜTZ’S resources to leverage SCHÜTZ’s products and services to enhance customers’ business and grow SCHÜTZ’s opportunities.
- Develops annual “bottom-up” account action plans.
- Manages all customer contracts and contract renewals and writes plan for the renewal of those contracts and executes the plan.
- Develops proposals for pricing, positioning and strategy within assigned customers and markets.

- Drives profitable revenue growth year over year in the assigned key accounts.
- Meets and exceeds monthly and annual revenue goals by executing an account growth strategy.
- Conducts regular Business Reviews for SCHÜTZ management.
- Manages relationships with the Key Accounts, to ensure continued customer satisfaction.
- Tracks and maintains all account activity in the company W drive.
- Provides sales forecasts and other reports to business as required.
- Travel estimated at 50%, office in SCHÜTZ North Branch NJ when not travelling

Qualifications (Education and Experience):

- Bachelor degree and 5yrs + sales/key account management experience.
- Demonstrated experience operating within and leading a sales culture of accountability.
- Exceptional customer service orientation.
- Exceptional integrity, honesty and trustworthiness.
- Strong foundation in managing a demanding customer base.
- Background in sales, marketing, and/or major account management.
- Knowledge of OEM/Distributor marketplace, project management, information technology, and marketing.
- Skilled in SAP/AfO and Microsoft Office suite (Word, Excel, PowerPoint, Visio, Project, etc.).

If you would like to work for an international operation that takes care of its staff and supports them in their own personal development, we are the right partner for you.

We welcome your application by email to: info1usa_northbranch@schuetz.net