

National Account Manager- Remote, Full Time
Reports to: President or Sales Leader
Date: 10/1/21

Who We Are:

IM Supply is a premier North American solution provider for electrical MRO products for multi-site industrial companies. As a division of IMARK, we work with the best electrical distributors in the United States and Canada and deliver national contracts with local service. Come join our growing team and be on the ground floor of something great!

Position Summary:

IM Supply is looking for a National Account Manager to join our sales team! The ideal candidate loves connecting with people and has an eye for detail. The position supports the Director of Operations and Strategic Account Managers in the day-to-day management of IM Supply's strategic accounts. This person will add value with a data-driven approach – collecting and analyzing data, deriving insights, and coming up with creative solutions. This person works well in a startup environment and is entrepreneurial in their approach to managing their accounts. IM Supply is looking for someone who wants to join the team long term and grow into sales leadership positions.

Position Responsibilities:

- Manages relationships between local IM Supply customer locations and IM Supply distributor branches.
- Owns data consolidation and entry of account information into Netsuite.
- Pursues and documents cost savings initiatives for customers, working with local and national distributor account managers.
- Assists with onboarding presentations, system set ups, and general implementation of new customers and distributors.
- Works with Director of Operations to ensure all data management policies are being adhered to within organization.
- Develops and maintains positive ongoing relationship with distributors.
- Obtain and analyze key customer inventory and transaction data for purposes of account budgeting, implementation and contract management.
- Ensures all location and contact information is up-to-date and accurate within Netsuite and other IM Supply data trackers.
- Some travel required

Qualifications:

- Bachelor's Degree required one to two years related experience and/or training; or equivalent combination of education and experience
- Distribution experience preferred
- 1-5 years' experience prior experience with sales, account management, or contract management
- Expertise in Microsoft Office (Excel including macros, Powerpoint, etc.)
- Strong decision-making ability
- Strong presentation skills
- Self-motivated and efficient at working remotely
- Strong track record of executing quantitative analysis and delivering data-driven changes
- Good verbal & written communication skills (internal & external customers).
- Able to self-manage progress and deliverables with a high degree of accountability

Compensation and Benefits:

We offer attractive compensation and benefits which include:

- Health, Dental, and Vision Insurance

- Disability Insurance and Life Insurance
- 401(K) Match
- Paid Vacation and holidays
- Strong Work/Life Balance
- Bonus Plan

We are an equal employment opportunity employer.