
Project #106482-1 / Sr. Sales Account Manager Sales – New York, USA

Overview

Our client is a well established producer of packaging and containerboard solutions and they have recently announced a substantial investment in the diversification of their production facilities to enable production of specialty papers such as flexible food packaging, labeling products and coated papers.

Reporting to the Specialty Sales Manager, this role will participate in the business development and sales of specialty products with the objective of generating growth of revenues and profitability for this new product segment. The Senior Account Manager will participate in the implementation and execution of a sales and marketing strategy, aligned with the company's strategic objectives and designed to optimize and increase market presence.

What You Will Do

- Increase market sales volume and develop customer base, specifically in flexible packaging papers & technical papers markets.
- Develop, manage and maintain excellent relationships with customers.
- Negotiate and develop/renew contracts with customers, within the established sales guidelines and parameters.
- Ensure professional follow-up by leading and tracking all activities related to customer development, trials, pricing, contracts, sales development, problems/issues, etc.
- Follow-up on all factors impacting customer satisfaction, such as product quality, pricing, technical service and customer service.
- Work in close collaboration with Technical Sales Representative in various interactions with customers, maximizing their value as technical experts.
- Analyze and follow-up various metrics, such as on customer performance, satisfaction level and financial contribution.
- Develop sales in accordance with the sales and marketing plans.
- Provide market input and new ideas to contribute to the improvement of sales strategy and results.

Skills & Qualifications

- Bachelor degree in administration or marketing, or related experience.
- 5 to 10 years of relevant experience in B2B / industrial sales.
- Ability to quickly engage with a variety of customers and to develop a relationship of trust with them.
- Solid track record in developing new accounts and growing profitable sales.
- Sound business acumen and judgment.
- Results oriented.
- Excellent negotiation skills; articulate; tactful.
- Ability to learn, analyze and communicate technical topics.
- Ability to implement measures (KPIs).
- Excellent presentation and communication skills.
- Ability to work on various projects simultaneously and independently.



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- Excellent listening skills and ability to analyze needs.
- Proficient in various computer systems and tools.
- Ability to communicate in French is an asset.
- Available for frequent travel and trips.

Why Join?

The Organization. An innovative organization with demonstrated leadership in multiple industry sectors.

The Role. Opportunity to have a direct impact and contribution to the growth of the specialty product line business.

The People. Join a dynamic team of professionals and experts in their field.

Your Next Steps

Email your resume in **word format** to ctucci@radarhh.com. Please quote **project #106482-1** in the subject line. radar promotes the highest standards of integrity and principles of quality, diversity, equity, and ethical practice. We thank all those who submit their résumés. Only those selected for further consideration will be contacted.