

Position Overview

The Key Account Manager plays an integral role in our sales organization by developing relationships with important customers in order to grow new business within these accounts.

What you'll do:

- Manage a book of business consisting of existing SiteOne accounts. The book of business will typically range from 40 to 60 accounts (min. \$3 million total)
- Aggressively seek out new business with current accounts. The focus is to expand margin dollars in existing lines of business or to expand SiteOne presence in new lines of business
- Develop deep and lasting relationships with key account personnel
- Ensure that customers are aware of and fully utilizing all of SiteOne's capabilities including SiteOne University, vendor support, and Partner's Program
- Grow minimum of \$100k GM\$ growth year over year
- Use SiteOne Territory Alignment tools to prioritize and target key accounts
- Maintain high level of customer satisfaction with assigned accounts
- Work and communicate effectively with all relevant SiteOne resources including Sales Support Representatives, Line of Business Specialists, and store associates
- Leverage solution focused sales tools and processes to maximize growth with assigned accounts
- Report progress against opportunities to share verifiable outcomes
- Facilitate the placement of customer orders and monitors fulfillment process
- Maintain appropriate professional and technical knowledge
- Resolve customer complaints by investigating problems and developing solutions
- Work with Business Development Manager or store personnel to effectively transition key accounts

Skills We Are Seeking

- 3+ years of experience in key account sales
- 1-3 years of green industry experience and a familiarity with landscape, nursery, and irrigation products preferred
- Proven ability to build strong relationships with clients to effectively grow sales, negotiate deals, resolve conflict, and provide service that leads to stellar customer satisfaction
- Knowledge of sales cycle and solution selling techniques
- Proven approach to access decision makers at client organizations

- Ability to communicate value proposition and differentiate SiteOne's products and services using professional presentation and communication skills
- Ability to think quickly and make decisions
- Understanding of sales and operations planning processes, statistical demand forecasting and integration of supply and demand plans
- High school diploma or equivalent required
- College degree preferred

Perks:

- Weekly Paychecks with DailyPay available!
- Competitive Compensation
- Medical, Dental and Vision plans
- Paid Time Off, Paid Holidays
- 401k with company match
- Tuition Reimbursement
- Lucrative Associate Referral Program
- Company Apparel and Work Boot Vouchers
- Opportunity for Advancement
- Paid Training and Business Certifications Available
- Free Counseling Services/Employee Assistance Program
- Life Insurance and Short- and Long-Term Disability Insurance
- Product Discounts
- Most Branches never work Sundays!

THE INFORMATION CONTAINED HEREIN IS NOT INTENDED TO BE AN EXHAUSTIVE LIST OF ALL RESPONSIBILITIES, DUTIES AND QUALIFICATIONS REQUIRED OF INDIVIDUALS PERFORMING THE JOB. THE QUALIFICATIONS DETAILED IN THIS JOB DESCRIPTION ARE NOT CONSIDERED THE MINIMUM REQUIREMENTS NECESSARY TO PERFORM THE JOB, BUT RATHER AS GUIDELINES. THEY MAY VARY FROM POSITION TO POSITION.

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