



Boplan United States – National Account Manager (United States)

National Accounts Manager (United States)

The job of the National Accounts Manager will be to create, determine and implement a National Accounts program with the goal of binding large national accounts to BOPLAN exclusively and drive sales growth by having said accounts use BOPLAN in their nationwide network. This program will include following duties:

- Carefully study existing and potential customer base to determine which accounts qualify to be selected as national accounts based on criteria of established level of opportunity, corporate structure, national presence, just to name a few. (National accounts to have min sales of 600K)
- Create (write) a business plan for each national account to set goals. Identify CRM best practices to record and frequently update this plan as well as any relevant activity and communication in BOPLAN's CRM system.
- Be a master at contact mining with the aim of understanding the structure of said accounts to find and gather all required decision makers and stakeholders necessary to establish national agreements.
- Determine custom value propositions for each account and formulate framework agreements. Execute on the objective to sign framework agreements (National Contracts) establishing BOPLAN as the preferred (or sole) vendor nationwide.
- Negotiates such national contracts to include commitments on products, volume, pricing, rebate programs as well as SLA's consistent with BOPLAN sales and profitability goals.
- Team with the Regionals and other key personnel to communicate account plans, pricing, and offer assistance to drive sales as well translate the needs of individual plants on corporate level. Link with other BOPLAN entities where appropriate. Ability to collaboratively lead cross-functional initiatives to successful outcomes without direct authority.
- Anticipate and identifies key barriers/core problems and applies problem solving skills in order to deal creatively with complex situations and lead customers through the process of committing to BOPLAN.
- Strategically plan customer visits to cultivate relationships, perform presentations, offer innovative programs and communicate competitive strengths.

Qualifications:

- Must be 21 years or older
- The ideal candidate has at least 3 years' experience in Management of Key- and/or National Accounts, preferably in an industry related to Material Handling, Industrial Facilities or Industrial Sales.
- Proven ability to set sales strategies and sell in complex environment with many stakeholders
- Result-oriented with strong leadership, management and delegation skills as well as a can-do attitude
- Enthusiasm is an absolute must! As we are truly passionate about our product, we will need you to be as well.

- Ability to travel extensively (50-70% of the time)

Benefits:

- **A competitive base + Bonus**
- **Outstanding Benefits** - including low deductible Medical, HSA, dental, vision and life. 401K with match. PTO (vacation, sick and personal time)
- **Professional growth** - Our company plans for fast growth and as such, your proven results will give you opportunities for advancement.
- **A highly varied job** - Although we are a global company, we foster a small company feel where team members are encouraged to take charge and results are noticed.
- **The opportunity to make a difference** - Our products make industrial environments safer than ever before. Our vision? Our legacy is a safer world. You will help make this happen.