

# Sales Associate - B2B Account Manager

Putco Inc. is seeking motivated salespeople who are excited for the opportunity to learn about a unique industry and support the sale of an award-winning line of automotive and truck accessories.

Putco Inc. is a 50+-year-old company that manufactures, designs, and distributes high-quality automotive and truck accessories. We are known throughout several industries for our leadership in innovation and capability to bring our groundbreaking products to life.

Every Putco-branded product is heavily influenced by our unique values and culture. If it carries our name, our customers can be certain their product is high quality, custom fit, innovative, and unique.

If you are a truck or auto enthusiast and want to work with cutting edge technology and equipment as well as today's newest trucks and SUVs by supporting via a sales and marketing effort, Putco is for you!

The Account Manager will focus on service and growth for low to mid volume accounts in a specific region of the United States and Canada. Key responsibilities will be new product sales, facilitation of distributor sell through on product, training, marketing, and other sales-related efforts. There will also be activity that contributes to the success of "House" accounts.

Qualifications:

- Knowledge of sales presentation and account management.
- Ability to work with a variety of customer types, including wholesale distributors, ecommerce entities, installation centers, and retail operations.
- Knowledge of automotive aftermarket products preferred.
- Sales experience preferred.
- Related 2-year or 4-year degree preferred.

Roles and Responsibilities:

- Continuously learn about Putco's product line, business case for our wholesale customers, and industry trends.
- Innovate and improve Putco's sales and marketing tactics through each account.
- Develop sales plan and working relationship with assigned accounts within territory with the goal of product sell through and reorder.
- Create growth for assigned accounts and product categories.
- Develop winning buying and selling programs for accounts.
- Prospect for new clients alongside national sales managers.
- Work with and train our customers sales teams to better present our products.

- Occasional Travel.

#### Experience:

- Diploma/GED.
- 4 Year BA/BS Degree in a related field preferred.
- 2 Years of experience in a sales or related role.

#### Key Skills

- Soft skills to create a relaxed and productive work environment between account manager and account.
- Detail oriented, articulate, and organized.
- Consistent follow up with customer.
- Knowledge of manufacturing and distribution processes.
- Problem solving.

Job Type: Full-time

Salary: From \$45,000.00 per year

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Vision insurance

Schedule:

- Monday to Friday

Supplemental pay types:

- Bonus opportunities
- Commission pay

Ability to commute/relocate:

- Des Moines, IA 50313: Reliably commute or planning to relocate before starting work (Required)

Work Location: In person

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Job Type: Full-time

Salary: From \$45,000.00 per year

Benefits:

- 401(k)
- 401(k) matching
- Cell phone reimbursement
- Dental insurance
- Employee discount
- Flexible spending account
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Vision insurance

Experience level:

- 2 years

Schedule:

- Monday to Friday

Supplemental pay types:

- Bonus opportunities
- Commission pay

Travel requirement:

- Up to 25% travel

Work Location: In person – Putco 5701 NE 22<sup>nd</sup> st Des Moines IA 50313