



Johnson Plastics Plus
5940 Hamlet Drive
Findlay, Ohio 45840
www.jpplus.com

Title: Strategic Account Manager

Reports To: Sales Advisor/Strategic Account Leader - TBD

Primary Purpose: The ideal candidate is a self-starter who is action oriented and who thrives in a fast-paced environment. You'll be successful in this role if you have a passion for developing strategies that help our customers succeed, and are methodical, organized, detail oriented and receptive to feedback. You'll support the company's initiative to create demand and sell our portfolio of innovative products through various market channels. As a Strategic Account Manager you will be responsible for developing and executing sales plans and strategies. You will work with a team of product managers, marketers, and sales to determine which products or services should be sold to customers and create strategies for how those sales should be made.

Here's what we look for in a Johnson Plastics Plus employee:

- Positive attitude with a high level of accountability, personal drive and integrity
- Competent in communicating directly and effectively throughout the organization
- High level of organization, with a strong attention to details and the ability to follow-up on all responsibilities
- Ability to set personal and professional goals, while demonstrating a strong work ethic; Works independently and proactively to uncover new adjacent markets/industries.
- Team-oriented, customer-first spirit with a passion to learn in a fast-paced sales goal driven atmosphere.

Qualifications for this position:

- Degree in Business or Professional Sales
- At least 4 years of sales experience with a proven history of growing sales, preferably within an industrial or consumer goods distribution organization
- Solid communication skills with the drive/persistence to find potential customers and inspire them with information about our products or services.
- Experience working within an ERP and/or analytics systems for evaluating sales data
- Experience working within Customer Resource Management (CRM) software
- Excellent computer skills (Excel, Outlook, Word)
- Ability to learn new products and services quickly.

Here's what you'll be doing:

- Plan, develop and implement sales strategies to actively pursue a list of targeted Key Accounts, Franchises, and business-related organizations.
 - Effectively and accurately manage personal revenue pipeline to maximize all new business opportunities.
 - Exceed established new business revenue by closing new business and managing current accounts.
 - Analyze performance data and provide insights and recommendations to key stakeholders based on findings.
 - Work with inside sales teams as well as other departments to ensure customer satisfaction, share feedback, and customize collateral and sales positioning.
 - Travel up to 25% for key customer meetings, trade shows and events.
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Johnson Plastics Plus is the leading supplier/distributor to the engraving and sign-making industry. As part of the Rowmark family of companies, JPP strives to provide excellent products and service to our customers every day with eleven distributions points throughout the United States.

Johnson Plastics Plus is an Equal Opportunity Employer that values our employees and offers a competitive pay and benefits package, an encouraging, supportive environment with training, professional development, recognition programs and career growth opportunities. Our benefits include profit sharing, medical, dental, vision, 401(k), life insurance, flexible spending account options, short-term and long-term disability, vacation and paid company holidays.

We believe that people have always been and will continue to drive the success of our company. If this sounds like the opportunity for you, we invite you to submit your name for consideration.

Please send resume and salary requirements to kwinner@rowmark.com