

Supply and Furniture Account Manager

Are you an outgoing, problem solving sales professional currently seeking a new career? Are you searching for a solid company to advance your career with who offers a base income with uncapped commissions, incentives and rewards? Friends Business Source is seeking team members who value a strong work ethic, the ability to work in a team environment, and who maintains a win-win attitude. **Account Manager** at **Friends Business Source** prospect, cultivate and grow their account base utilizing the technology, software and tools provided. A full training program on product information, selling techniques and managerial support provided. Each account manager is assigned a Customer Service Representative to assist in supporting their account base.

Key Responsibilities:

- * **Prospecting new B2B accounts via face to face, telephone and online contacts.**
- * **Implementing sales strategies to achieve monthly revenue goals.**
- * **Building and maintaining customer relationships.**

Skills/Qualifications:

- * **Bachelor or Associates degree preferred with 1+ years of business to business sales experience.**
- * **Maintains a solid work ethic, excellent communication skills both oral and written.**
- * **Maintains a passion for sales. Understands needed sales aptitude. Natural ability to overcome objections and find solutions to client needs!**
- * **Working knowledge in Microsoft/Excel/Internet.**
- * **Ability to implement an Industry software program for pricing analysis, buying trends and account penetration.**
- * **Maintain customer contact information in the required CRM program.**
- * **Maintain effective time management and organizational skills.**
- * **Be goal oriented, self directed and organized.**
- * **Strong mathematical aptitude a plus.**
- * **Ability to cultivate customer relations.**
- * **Represent Friends with highest integrity.**

Qualified inquiries should be made to:

Joe Wright | *General Manager - PA*

FriendsOffice™

Cell: 419.306.3827

800.427.1704 ext. 2106

jwright@friendsoffice.com

www.friendsoffice.com