

THE KINGSWOOD COMPANY

OUR PRODUCTS. YOUR LABEL. SPARKLING RESULTS.

JOB DESCRIPTION: ACCOUNT MANAGER

Join our growing team! We offer new career opportunities and job stability in a growing successful company.

This position has an assigned book of business, and a great deal of opportunity for growing accounts using suggested selling. Training is provided, and additional opportunities to develop national relationships in the jewelry industry will be supported. There is the opportunity to take on additional responsibility and larger accounts as our company grows!

This is an ideal position for someone who wants to be a part of a sales team in a growing successful company and interested in inside sales account management. This person will cultivate meaningful relationships with key retailers in the world of jewelry. You will make countless connections and develop lasting relationships!

PRIMARY DUTIES:

A summary of daily tasks will include:

- Complete outbound and inbound sales calls as assigned and directed, and in accordance with established activity goals, and business development goals.
- Manage and grow relationships with assigned customers with a focus on account management and cross-sales / upselling.
- Prepare and ship samples for customer review, scheduling sample and proposal review meetings, preparing proposals, leading proposal review calls with the support of company leadership as directed.
- Possible travel 1-2 times per year for trade show (May/June) and other customer visits
- Development of professional and sales skills by actively participating in sales training, attending educational workshops; reviewing professional publications.

SALARY LEVEL/COMPENSATION:

Base compensation: Based on experience.

Base compensation range is \$55,000 - 75,000. Overtime, paid after 40 hours per week.

Incentive Compensation: **We have an extremely rewarding incentive compensation plan**, and it is our goal to support you in a manner that your efforts are rewarded through this Plan. Incentive comp for team members in similar positions is up to 20% of base salary.

- Additional benefits include:
 - 2+ weeks paid vacation annually
 - 6 Paid holidays
 - Up to 5 Personal days
 - Participation in company retirement savings plan with Employer match
 - Excellent group medical benefits plan, including dental and vision. Coverage is effective 30-60 days after start date.

THE KINGSWOOD COMPANY

OUR PRODUCTS. YOUR LABEL. SPARKLING RESULTS.

- STD, Maternity / Paternity leave, Sick Leave
- Optional participation in Life, ADD, Accident and Critical Illness coverages
- Employee Assistance Program

POSITION TYPE:

Full Time

Office Hours: 8:30 – 5:30 pm

Hours worked will be on-site, in our office, located in Columbus, Ohio.

DESIRED MAJOR/EXPERIENCE:

Bachelor's Degree required.

The ideal candidate has 3+ years of experience in inside sales/phone sales.

QUALIFICATIONS:

In addition to a college degree, the ideal candidate for this position will possess / will be:

- 3+ years of experience in inside sales including suggestive selling techniques
- Strong organizational skills and positive demeanor
- An ability to multi-task, set priorities and maintain them
- The ability to effectively utilize Microsoft Office (Word, Excel, PowerPoint, and Outlook)
- The ability to manage your calendar and meet sales activity requirements, and effectively utilize our CRM tool
- A personality that is goal-motivated, persistent and optimistic
- Oral and written communication skills which are clear, concise, grammatically correct and effective
- The willingness to learn new applications and skills

ABOUT THE COMPANY:

In business for over 65 years, The Kingswood Company is the leading private-label manufacturer of consumer products for the jewelry industry. We serve some of the best-known retailers and brands in the world, and are seeking qualified candidates for an **Account Manager**.

We were recently recognized on the Inc. 5000 lists for 2020 and 2021 and 2022 for fastest growing companies in America. We have a culture of teamwork, excellence, and growth.

ADDITIONAL INFORMATION:

Visit our website at www.thekingswoodcompany.com.

An acceptable Drug and Background check through the Company's provider will be required upon acceptance of your offer. This will be paid for by the Company.

Acceptable reference checks required.

THE KINGSWOOD COMPANY

OUR PRODUCTS. YOUR LABEL. SPARKLING RESULTS.

HOW TO APPLY:

IF you meet the qualifications, and are interested in the position, please submit RESUME AND COVER LETTER indicating your interest in this position, to hr@thekingswoodcompany.com.