



Account Manager

KAMCO Supply Corp of New England

Corporate Profile

Kamco Supply Corp. is up-state New York's largest source for commercial building products including acoustical ceiling systems, architectural doors & hardware, drywall & steel framing, insulation and exterior systems. Kamco also offers a full line of specialty products including treated lumber, FRP panels, toilet partitions, washroom accessories, tools and fasteners. Kamco is a one-stop shopping source for contractors, residential homebuilders, commercial drywall and acoustical professionals, and institutional/municipal accounts.

Position Summary

Reporting to the VP of Sales and Marketing and based in our Buffalo location, the Account Manager is a key position who leads, manages and develops the sales efforts to meet and exceed the company's growth objectives. The ultimate objective is to drive profitable top line growth and increased market share through effective promotion and selling efforts. This role is also actively involved in crafting the growth strategy based on a strong understanding of the market, our customers, the competitive landscape and ultimately what it takes to win. Responsibilities include but are not limited to:

- Work closely with our Buffalo team to gain an in-depth knowledge of our customers, products, and applications to fully understand what drives value and competitive advantage in this space. Develop and apply action plans to drive sales growth and source new markets and customers.
- Devise and execute a strong commercial plan.
- Manage all sales activities and assist the team, ensuring adequate prioritization of efforts to maximize profitable growth.
- Grow, manage and validate job tracking process reflecting well quantified probability of winning the business.
- Establish a Go-To-Market approach and tactical plans for new products introduction.
- Actively manage our pricing approval process and price increases to ensure we achieve profitability targets.
- Establish close relationships at senior levels with current and potential customers; able to gain direct access to the customers' key decision makers.
- Actively collaborate on devising and developing company literature, presentations and sales tools.
- Represent company at trade shows and association meetings to promote our brands and solutions.
- Promote, support and adhere to all safety, environmental and quality related policies and procedures.

Core Requirements

- 5+ years B2B sales experience; previous experience in commercial building materials industry a plus.
- Bachelor's Degree preferred.
- Proven track record of achieving organic growth targets and experience in developing and implementing robust strategic sales plans.
- Strong communication and interpersonal skills; ability to effectively engage at all levels within the organization and external contacts.
- Demonstrated ability to influence others, negotiate outcomes, and articulate and execute action plans to internal and external customer groups.
- Strong listening and analytical skills to interpret information from the sales staff and customers, and translate them into selling requirements.
- Self-starter, with strong sense of urgency and ownership, and proven teamwork skills.
- Capable of successfully handling multiple tasks simultaneously and of quickly grasping complicated situations.
- Must currently live in or be willing to relocate to the Buffalo area.

Benefits may include:

- Health and dental coverage
- Life insurance
- 401(k) with company match
- Paid time off
- Paid holidays

Equal Opportunity Employer

Kamco provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, gender identity, veteran or disability.

Drug Free Workplace

All potential candidates must pass a pre-employment drug screen, a background check and have a clean Motor Vehicle Record prior to any job offer.

Location:

Kamco Supply Corp of New England
1300 Perry Street at Dole
Buffalo, NY 14210

Contact:

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