



Position Description

Title of Position: Regional Account Manager – West Coast

Company / Location: AJS & Associates, Inc., Random Lake, WI

Reports To: President

Job Description:

This position is responsible for the sale of beer tap handles and other promotional products to breweries as well as sales to display businesses that use P.O.P. (Point of Purchase) products and components. Regional Account Managers will grow sales primarily through lead sourcing, new accounts acquisitions, in market meetings and presentations, and by increasing the sales to current customers. Regional Account Managers have daily contact with customers of various sizes, building relationships, problem solving and assessing their needs. This position will work out of our Random Lake, Wisconsin office.

Responsibilities:

- Establish, grow, manage, and expand relationships with new and existing customers.
- Analyze customer/prospect needs, identify opportunities, present solutions, and close the sale.
- Develop and execute a creative strategic sales plan.
- Prospect and develop new relationships with customers.
- Work at a fast pace on multiple projects and utilize effective time management skills.
- Identify trends in the market and help develop product lines to fit current and future needs.
- Work directly with Project Managers, Marketing & Design Team and Prototype Lab to create industry leading ideas and solutions.
- Attend trade shows and other events throughout the year to represent Hankscraft/AJS.
- Deliver your sales plan objectives.

Job Skills and Qualifications Required:

- Three or more years of successful outside experience in sales.
- Decision-making, problem resolution and creative thinking skills.
- Excellent interpersonal and communication skills, both written and oral, as well as negotiation and presentation skills.
- Ability to handle multiple tasks and properly prioritize them.
- Effective listener, who can understand the customer's requirements and desires.
- Must be willing to travel extensively. 50+% out of State.
- Bachelor's degree in marketing or business-related field preferred.

Company Description:

AJS creates dynamic tap handles and other promotional products for the brewing industry and other businesses that use displays and P.O.P. (Point of Purchase) products. We design, create and manufacture all necessary components made from wood, plastic and metals, and take great pride in the quality of our products and the level of service we provide to our customers.

www.hankscraftajs.com

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Compensation: Base Salary + Commission based on sales.

To Apply: Please email resume to jobs@ajsinc.com