

Time for an exciting change? Do you like independence and the opportunity to work on your own? Do you want to work for an industry leader? Due to our tremendous growth, BE'S Refreshments, NE Wisconsin's premier refreshments company, is looking for an Account Manager to join our team!

This position will cover our territory from Fond du Lac to the Fox Cities, and surrounding areas, and has the option to work out of our Fond du Lac or Green Bay office.

**Life as an Account Manager at BE'S Refreshments:**

- Responsible for the growth and retention of our Vending, Micro-Market, Pantry Service, Office Coffee Service, 5-Gallon Water Service & Water Filtration services
- Regularly visit and communicate with accounts and clients to build and maintain strong relationships, responding to customer needs and challenges with care and urgency
- Identify and proactively resolve all assigned client's concerns
- Coordinate new client installs and existing account upgrades, including, following up on orders, ensuring all equipment has been received and properly tested, and communicating with customers on timeframes
- Upsell, market, and quote pricing on new products and services
- Review reports to ensure integrity, control spoilage rates, monitor and control products for correct sales mix; ensure quality, cleanliness, merchandising, customer service and company policies and programs are maintained
- Generate and present reports for sales forecasting and quarterly meetings
- Work hours as needed to meet full scope of job responsibilities
- Travel will be required including overnight trips by car or airplane for customer or vendor visits, trade shows, and educational seminars
- And all other duties as assigned

**Qualifications:**

- Excellent relationship building skills and interpersonal communication
- Ability to develop and close sales
- Self-starter and desire to go above and beyond for customers with minimal supervision
- Relevant degree, sales, and/or account management experience highly preferred, but not required
- Expert time management and organization skills along with a strong sense of urgency to follow-up on all communications
- Highest degree of professionalism and customer service skills at all times
- Ability to facilitate presentations in a 1-1 or small group setting

- Advanced computer and software skills: Microsoft Excel, Outlook, PowerPoint, Word
- Must have a valid and clean driver's license