

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 start and end the workday at our Green Bay office, traveling to our span of territories daily using a company-provided vehicle. Our service area includes Green Bay, Appleton, Sturgeon Bay, Oshkosh, Neenah, Menasha, Fond du Lac, Menominee, Shawano, Kewaunee, Seymour, Wrightstown, Escanaba, Iron Mountain, Marquette, Algoma, Ripon, Brownsville, Clintonville, and more.

**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, company policies, and programs are maintained
- Generate and present reports for sales forecasting and quarterly meetings
- Work hours as needed to meet the full scope of job responsibilities (ge
- Travel will be required (on unregular occasions) including overnight trips by car or airplane for customer or vendor visits, trade shows, and educational seminars
- All other duties as assigned

**Qualifications:**

- Must have a valid driver's license with an excellent and clean driving record for the past 3-5 years
- 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
- Present the 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

**Work Perks:**

- No need to pack a lunch, free and discounted food and beverage items available
- Free minor medical care clinic for you and your immediate family
- Employer-discounted group medical plans with low deductibles and HSA option
- Dental and Vision
- 401k matching 4% (of 5% contribution)
- Competitive PTO
- A great work environment and team, and more!