



Core Account Manager

Responsible for understanding and developing the assigned territory to maximize and grow sales and profits by selling pest control supplies to existing customers and target accounts, the successful candidate for a Core Account Manager would have the following attributes:

- Sales Creator and Go-Getter; Able to maximize territory sales, execute sales plan, and manage budgets to meet and exceed profit plans;
- Passionate about the customer and superior service; Has a reputation for getting things done;
- Relationship Driven; Equally comfortable with corporate buyers and mom-and-pop shops; Builds relationships with existing customer base and target accounts;
- Smart and Product Savvy; Develops in-depth knowledge of vendor products and programs; Likes to learn and stay abreast of industry and product trends;
- Communication hound; Known for maintaining continuous communication and follow-up with customers; High level of integrity with customers for doing not only what is needed but also exceeding expectations;
- Savings and profit are top of mind; Seamlessly works vendor programs to maximize customer savings and Forshaw profits;
- Strong partner with branch Customer Service & Support Representatives to target potential growth accounts; Places high priority on being team player and overall organizational success;
- Excellent written and oral communication skills; Comfortable working with various software applications including order management systems, Word, Excel, CRM applications;
- Personally accountable; Sets priorities well; Ability to shift between sales and service requirements;
- Availability to travel for overnight trips when applicable.

An individually-structured and competitive compensation package is available.