ElandersUSA

Account Manager Opportunity

Date posted: April 7, 2010
Open: Until filled

Company:

Elanders, founded in 1909, is an innovative Swedish-based global provider of print and on-line communications solutions, with facilities in 11 countries on 4 continents. ElandersUSA, located in Acworth, Georgia, is one of the country's premiere printers, featuring graphics/pre-press, offset and digital printing, full bindery, and fulfillment capabilities. Elanders works with a broad range of customers, from top global and Fortune 500 companies like AT&T, Mercedes-Benz, JVC, Cox Enterprises, and Volvo, to local educational institutions, advertising, marketing, and PR agencies.

Position Description

We currently have an opening for an **experienced and ambitious full-time Account Man**ager, based in the Atlanta area. General responsibilities include:

- Prospecting and acquiring new business (60%)
- Maintaining a sales relationship with accounts, working closely with Project Managers and Customer Service (25%)
- Working with Sales & Marketing to penetrate strategic markets and generate leads (10%)
- Maintaining customer data, reporting, administrative (5%)

ElandersUSA's dedicated Project Management and Customer Service teams handle day-to-day client support, allowing the aggressive candidate to drive new business and maximize earnings, in a positive, exciting, and progressive environment

Requirements:

Qualified candidates must have the following:

- Successful experience in print/communications sales and account management
- Knowledge of printing projects and applications, including recent technologies and trends
- Understanding of the printing & communications marketplace
- A proven track record of new client and business development
- Basic computer skills

ElandersUSA offers:

- Attractive compensation package
- Monthly/annual incentive and bonus programs
- Generous benefits package
- 401(k) savings plan
- Administrative support

How to Apply:

Email resume and cover letter describing experience, successes, and references.

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