

# Senior Account Manager



## **As a Sr. Account Manager you will:**

Maintain and expand Key Accounts in the medical device, pharmaceutical and consumer products markets. Identify and develop Target Key Accounts. Contribute value added sales and service to both external and internal customers so sales goals are achieved. Continually increase knowledge base to understand market trends, the technical support for those markets and their relationship to TM core competencies.

## **Qualifications:**

- Bachelors degree in Business, sales administration, marketing or related field.
- Five years of sales experience with successful track record of penetrating new medical and/or pharmaceutical accounts while routinely meeting or exceeding sales objectives in a technical and value added selling environment.
- Experience calling on Fortune 500 accounts and the selling styles, protocol and techniques required to be successful in this arena.
- Formal sales training in consultative selling, negotiation, account and territory development.
- Ability to explore and understand the customer's business thoroughly enough to identify opportunities where TM can participate as a partner.
- Skill to communicate as a professional in written and verbal form.
- Skill and ability to build relationships with employees and clients at all levels of an organization.
- Skill in the use of computer technology and how it can enhance sales operations including Microsoft Word, contact management software, e-mail.

*We're looking for people who share our commitment to Excellence, Responsibility, Integrity, Community, Knowledge and Attitude.*

**If you are interested in working for a company who believes that finding and keeping the best people is both a business objective and management philosophy, please send your resume to [morkp@tapemark.com](mailto:morkp@tapemark.com)**

***Just think of the possibilities!<sup>SM</sup> ...for you!***

**Equal Opportunity Employer**