



Special Accounts Sales Manager Job Description

Position Summary

The **Special Accounts Sales Manager (SAM)** is responsible for achieving D & D Commodities Ltd's sales objectives for their defined accounts, as well as collaborating with the Sales and Marketing management team to develop and implement effective programs that drive D & D's success in these markets.

The SAM is responsible for the ongoing account management and business development of a portfolio of customers as well as driving revenue growth from existing accounts and identifying opportunities for growth.

This position is for a Special Accounts Sales Manager that covers states including, but not limited to, Florida, Georgia, South Carolina, Alabama and Tennessee. Some travel to other areas for national trade shows and meetings is required on occasion.

Primary Responsibilities

This position offers an outstanding career opportunity for a results oriented, high-energy sales professional to work with current distributors and retailers. The SAM will work closely with their direct supervisor, the District Sales Manager (DSM), to maintain and grow the business (primarily branded products Wild Delight, L'Avian Plus and Better Bird) within the territory specified. This position is home-based and will require 3-4 days/nights spent in the field, calling on a minimum of 16 retailers per week, submitting a weekly summary to the DSM, creating a weekly plan, and submitting ACE store and expense reports. The individual must be self-motivated, organized and effective in the selling and promoting of our products.

Compensation

The salary is \$45,000/year (DOE) with the opportunity for an end-of-the-year growth bonus.

The company offers group health insurance (premium partially paid for the employee by D & D), elective dental insurance, company paid short/long term disability, company paid life insurance as well as a 401k plan. There is a PTO accrual program and 6 paid holidays per year.

Customary business expenses are reimbursed.

About D&D Commodities

D&D Commodities Ltd. is a national company that manufactures the finest premium nutritional products for caged birds, small animals, wild birds and wildlife. We provide optimum nutrition for all types of pets at prices that offer value to the consumer in the best packaging types and styles available. In

addition to the best products, we strive to always provide the best service and support for our customers regardless of size or type.

Requirements for the Special Accounts Manager

*Experience in consumer product sales

*Experience with distributors and/or distributor salespeople

*Strong influencing and negotiation skills

*Intermediate computer and database application skills, able to use Microsoft Word and Excel

*Valid driver's license and driving record within the MVR policy guidelines

*High school diploma