



## Account Manager

In 1985, Mike and Kim Crabb founded Diamond C with a small team and a big dream. Over the years, the company has grown significantly, now employing over 900 team members. Diamond C remains a family-owned and operated business, with a strong emphasis on our foundational “Do Work, Love Strong” culture, which is based in Mt. Pleasant, TX.

We are unwavering in our commitment to more – more process improvements, more sustainable manufacturing, and more opportunities for our team. Our purpose is to fuel the growth and success of our team members, customers, and community. We're dedicated to being a positive force for change and using our expertise to make a meaningful impact on our community abroad. This role is located in Mount Pleasant, TX 75455

### **Purpose:**

Assists dealers with organizational skills, account strategies, administrative responsibilities to ensure a high level of customer satisfaction is maintained.

### **Shift & Schedule:**

8a - 5p Monday - Friday

### **Responsibilities:**

- Develops and increases sales revenue to meet assigned targets.
- Acts as a resource to dealers in contract opportunities and proposals.
- Assists dealers with contract negotiations, closing the sale and developing marketing plans for contract accounts.
- Attends trade shows.
- Participates in education and training conferences on selling and marketing programs.
- Keeps informed of new products, services and other general information of interest to customers.
- Checks on competitive activity and develops new methods of attaining dealers and assisting resellers in attaining new accounts.
- Troubleshoots problems regarding products provided.
- Answers questions from dealers and handles complaints.
- Performs other job-related duties and responsibilities as may be assigned from time to time.

# OFFICE POSITION



## Qualifications:

- Bachelor's degree in business, sales, marketing, or related field preferred
- Sales experience required, preferably in the trailer industry
- Familiarity with the trailer industry, including knowledge of different types of trailers, their features, and applications.
- Understanding the needs of customers
- Customer Relationship Management (CRM) Skills - Must be able to manage and nurture customer relationships.
- Effective communication skills. Must be able to clearly convey product information, pricing, and other relevant details to potential existing customers.
- Ability to identify customer needs and provide solutions.
- Ability to negotiate, close deals, and meet sales targets.
- Must be able to manage multiple accounts and ensure timely follow-ups.
- Must be able to travel to meet with clients or attend industry events.
- Valid Driver's License
- Must build and maintain a network of industry contacts and potential customers

## Benefits:

- Medical Insurance
- Dental Insurance
- Vision Insurance
- Short Term Disability
- Long Term Disability
- 401K program with company match
- Work Boot Program

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Signature

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Date