



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:

At Diamond C, our purpose is to fuel the growth and success of our team-members, customers, and community abroad. We're committed to more – more process improvements, more sustainable manufacturing, and more opportunities for our team. As an Account Manager you will assist dealers with organizational skills, account strategies, and administrative responsibilities while ensuring a high level of customer satisfaction. The role will build effective relationships with dealers across the nation and have a strong focus on our foundational “Do Work, Love Strong” culture.

Shift & Schedule:

Monday-Friday 8:00am-5:00pm (This position is eligible to be hybrid)

Responsibilities:

- Acts as a resource to dealers while building and strengthening relationships.
- Assists dealers with inventory levels, replenishment orders, and marketing plans
- Assist dealers with customer questions or issues that may arise.
- Conduct in-depth needs assessments to understand the dealers goals, challenges, and requirements.
- Develops and increases sales revenue to meet assigned targets.
- Stay up to date on industry trends and competitor product specs / programs to assist dealers with competitive comparison information.
- Limited travel may be required.
- While working remotely, you will have access to collaborative tools to stay connected with your team and participate in meetings, projects, and team-building activities.

OFFICE POSITION



- To succeed in a remote work environment, you should have a dedicated, quiet, and secure workspace with a reliable high-speed internet connection.
- We provide the necessary technology and support to ensure you can work effectively from your remote location.

Qualifications:

- 2 years of B2B relationship management preferred.
- Industry knowledge preferred, not required.
- Associates Degree or higher preferred, not required.

Benefits:

- Medical
- Dental
- Vision
- Long and Short Term Disability
- Employer Paid 25K Life Insurance
- Other Supplemental Policies
- Physical Wellness Program
- Paid Maternal/Paternal Leave
- Tuition Reimbursement Program
- 401(k) & Company Match
- Scholarship