



Account Manager

Company: Tom Lange Company

Location: St. Louis, MO

Tom Lange Company is looking for a motivated team player who also works well independently, is persistent in making and following up on sales, provides impressive customer service and has an entrepreneurial attitude. Account Managers are responsible for the full lifecycle of each sales transaction as they procure, sell, and arrange for transportation of fresh fruits and vegetables. This is a full-time, benefits-eligible position reporting to the Vice President of Sales.

Account Manager

Essential Duties and Responsibilities:

The essential functions of the position include, but are not limited to, the following

- Manage and grow relationships with existing customers, shippers/producers, and carrier base;
- Develop new and profitable relationships with prospective customers, shippers/producers, and carriers;
- Strong organizational skills will be necessary in tracking, scheduling, and coordinating sales orders;
- Keep accurate record of sales activities, loads; provide customers status of shipment, and assist with other inquires;
- Strong negotiation skills are necessary for purchasing, selling and timely problem prevention;
- Open to collaborating with team mates as well as working independently as a self-starter; and
- Other duties and responsibilities as may be assigned by the Vice President of Sales.

Qualifications (Knowledge, Skills and Abilities):

- Comfortable in a fast-paced environment;
- Excellent communication, negotiation, and organizational skills;
- Passion for business development and building strong relationships; and
- A college degree or other post-secondary education is preferred, especially with courses in sales, communications, business, logistics, supply chain, economics and/or marketing.

Tom Lange Company, Inc. is an equal opportunity employer. We make all employment decisions on the basis of ability and job-related qualification, without regard to race, religion, sex, color, national origin, age, disability, sexual orientation, military status, marital status, or any other classification proscribed under law.

For additional information about our Company, please check out our website at www.tomlange.com.