



Job Description

Job Title: Account Manager
Location: 90 Cuyahoga Falls Industrial Parkway, Peninsula, OH 44264 or
703 North Clark Street, Albion, MI 49224
Terms: Full Time
Wage: Salary, based on experience
Reports To: Vice President of Sales

About Us:

Decker is a leader in supplying high-quality fasteners to our customers in the automotive, structural, and agricultural industries. Our nearly 100-year legacy has stood for quality and service. We take pride in our commitment to excellence and are seeking motivated individuals to join our team.

Overview:

As an Account Manager, you play a key role in maintaining and cultivating a well-established territory of key automotive and structural construction accounts.

Responsibilities:

- Develop and maintain strong relationships with existing customers, serving as their primary point of contact
- Understand client needs and work closely with internal teams to ensure timely and successful delivery of products and solutions
- Prepare and present detailed proposals and quotes to customers
- Identify opportunities for account growth and new business development
- Monitor and analyze account performance, providing regular reports to management
- Handle customer inquiries and resolve any issues or complaints promptly and effectively
- Collaborate with the sales team to develop strategies for market penetration and revenue growth
- Stay updated on industry trends, competitor activities, and market conditions to provide strategic insights
- Other duties as assigned

Qualifications:

- Bachelor's degree in business or related field preferred
- Minimum of 3-5 years of experience in account management, preferably within the automotive and structural construction industries
- Have an energetic, outgoing personality and personal drive to provide superior customer service
- Proven track record of meeting or exceeding sales targets and driving revenue growth
- Strong understanding of manufacturing and sourcing processes and products
- Excellent communication, negotiation, and interpersonal skills
- Ability to analyze data and provide strategic insights
- Self-motivated and adaptable to work independently or as part of a team
- Strong organizational and time management skills

- Manage multiple priorities
- Proficiency in CRM software and Microsoft Office Suite
- Periodic travel required for customer visits, tradeshow, and sales meetings
- Submit to a drug test in accordance with local laws/regulations

Benefits:

- Competitive salary based on experience
- Health/Dental/Vision Insurance
- Paid holidays
- 401k match
- Term life insurance
- Short/Long term disability insurance
- Paid vacation
- Additional company appreciation events, incentives, and apparel

How to Apply:

If you are a motivated individual with a strong work ethic and a commitment to quality, we encourage you to apply.

Please submit your resume to renew@deckernut.com

Applications will be accepted until the position is filled.

To learn more about Decker, go to: www.deckernut.com

Decker is an equal opportunity employer and values diversity in its workforce. We do not discriminate based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or any other protected status.