

About LiveTrends:

LiveTrends designs and produces living home decor enjoyed by millions of people around the world. Ranked by *Inc.* Magazine as one of America's fastest-growing companies, the LiveTrends brand is available at over 15,000 stores in the US and Canada, including retailers such as Target and Lowe's. All LiveTrends products feature living plants, succulents, or cacti – fashioned into pieces designed to feel right at home in any interior.

LiveTrends operates like a fashion brand, with full-time designers conducting trend forecasting, product development, and consumer testing on an 18-month product design cycle. In addition to its headquarters in Florida, LiveTrends has design and research collaborators in Europe, including Denmark, Germany, and Belgium. This enables LiveTrends to design over 300 unique products each year, on an 18-month forward product cycle, inspired by the latest trends in interior design and consumer behavior.

LiveTrends' vibrant and dynamic culture is evident in each product we create and every person and decision is driven by our core values: Quality, Teamwork, Passion, Speed, and Innovation. We are a local brand with a national footprint, and while we take our work seriously, we never forget to have fun doing it. We employ over 150 people and are seeking expand our team further with an ambitious and creative Sales Support Associate.

National Account Manager: Job Description

We are looking for an experienced, passionate, creative and solution-driven National Account Manager. The right person cares deeply for others and has the super power to fly, dream, inspire and close sales. This position's main goals are to help provide leadership to the team, create long-term trusting relationships with our customers and deliver unique programs that fit each retailer's needs. The National Account Manager will oversee a portfolio of assigned customers, develop new business from existing clients, and actively seek new sales opportunities and team growth.

Account management responsibilities include developing strong relationships and connecting with retail and wholesale customers, discovering their needs, finding solutions, preparing sales presentations, and closing deals. Account Managers are also responsible for answering client inquiries, working with them on custom solutions, and identifying new business opportunities among existing and new customers.

The LiveTrends Brand promises are Quality, Team, Passion, Speed, and Innovation. These values are the driving factors that create the blue print for all positions at the company. The senior Account Manager role is one of the most important representation of these values.

Responsibilities:

- Serve as the lead point of contact for all customer account management matters
- Discover customer needs, work with available inventory, and provide fitting solutions
- Build and maintain strong, long-lasting client relationships at personal level
- Develop trusted advisor relationships with key accounts
- Negotiate contracts and operating agreements with clients
- Work on product costing and prepare presentation offers that maximize profit margins
- Ensure the timely and successful delivery of our solutions per customer needs and objectives
- Develop new business with existing clients and/or identify areas of improvement to meet sales quotas
- Provide leadership, management and accountability to other members of the team
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Clearly communicate the progress of monthly/quarterly initiatives to the team
- Prepare reports on account status
- Collaborate with business development team to identify and grow opportunities within territory
- Assist with challenging client requests or issue escalations as needed

Requirements and Qualifications:

- Ability to serve as a role model and uphold the LiveTrends Vision, Mission, and Values
- Passion for design, fashion, and home décor are a big plus
- Creativity and solution-driven way of thinking
- Minimum 3-5 years of proven work experience as an Account Manager, Key Account Manager, Sales Account Manager, Junior Account Manager or relevant role
- Ability to travel as required
- Solid experience with CRM software and MS Office (particularly MS Excel and Power Point)
- Experience delivering client-focused solutions to customer needs
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Excellent listening, negotiation and presentation abilities
- Strong verbal and written communication skills
- BA/BS degree in Business Administration, Sales or relevant field and/or combined experience

Benefits:

- Competitive pay structure
- Matching 401k
- Medical insurance and additional health benefits
- Paid time off and paid holidays throughout the calendar year
- Ability to learn, be creative, and deliver truly beautiful products to millions of consumers
- Through proven success, motivation, and team work, potential for growth and promotions within the organization

To Apply: <https://recruiting.paylocity.com/recruiting/jobs/Apply/66269/Livetrends-Design-Group-LLC/National-Account-Manager>

View us at:

www.livetrendsdesign.com

<https://www.facebook.com/livetrends/>

<https://vimeo.com/202395651>

<https://vimeo.com/156534745>

<https://vimeo.com/202393422>

LiveTrends is proud to be an Equal Opportunity Employer. All qualified applicants will receive consideration without regard to race, religion, color, sex (including pregnancy, gender identity, and sexual orientation), parental status, national origin, age, disability, family medical history or genetic information, political affiliation, military service, or other non-merit based factors, or any other protected categories protected by federal, state, or local laws.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.

LiveTrends does not accept unsolicited resumes from search firms or any other vendor services. Any unsolicited resumes will be considered property of LiveTrends and no fee will be paid in the event of a hire.