

iDevices National Account Manager – Multifamily

Position Overview

This position will be responsible for business development, growth and maintenance of the top national and regional multifamily accounts. The National Account Manager - Multifamily is responsible for creating national/regional programs, project specifications, and establishing iDevices as the smart home leader and the key strategic partner in the multifamily industry. The National Account Manager - Multifamily coordinates with Sales, Marketing, UI/UX and distribution to ensure ongoing relationships and additional sales opportunities in the multifamily channel and is expected to achieve a category growth rate consistent with the specific account goal, maximize sales volume and margin, strengthen brand presence and enhance relationships in the multifamily segment

PRIMARY DUTIES & RESPONSIBILITIES:

- Analyzes market penetration and identifies strategic opportunities for growth. Specific targets will be established in targeted MSAs and reported to the Sales and Marketing teams periodically.
- Utilizes their relationships to increase national and regional account sales.
- Develops national programs, specifications, and supplier agreements in the multifamily channel (including multifamily owners, managers, developers, architects and designers) and maintains relationships with these accounts to ensure high levels of client satisfaction.
- Effectively communicates with Sales, Marketing, and UX/UX departments regarding projects to ensure that customers' requirements are clearly and completely communicated.
- Ensures account presentations, internal meetings, and customer-facing communications are managed and executed. Communicates with and trains customers/trades as needed to ensure program success.
- Partners with marketing and product development managers to identify new product needs from competitive analysis and/or as a result of account strategy.
- Works with Marketing and Sales to develop overall plans for industry trade shows and major customer events, including booth requirements, required products, staffing, events, meetings, dinners, etc.
- Assists in the development of multifamily channel marketing and product programs in order to maximize iDevices's overall performance within the multifamily segment.
- Analyzes current business and product trends to identify incremental opportunities. Keeps up to date on market trends and new products and stay abreast of industry matters through third party resources and networks
- Provides monthly report for inclusion in corporate communications. Participates as needed in department meetings.
- Other duties as assigned

REQUIRED SKILLS:

- Ability to travel overnight up to 50-60% of the time.

Primary Metrics

- Success rate of Strategic national and regional account presentations
- Yearly growth of national and regional accounts as a result of Account Manager training, tradeshow/customer event participation, new product implementation, and new customer agreements