

iDevices National Account Manager – Single Family

Position Overview

This position will be responsible for and charged with the business development, growth and maintenance of the top national and regional single-family accounts homebuilder accounts. The National Account Manager – Single-Family coordinates with the sales, marketing and distribution to ensure ongoing relationships and additional sales opportunities in the single-family segment. The National Account Manager – Single Family achieves a category growth rate consistent with the specific account goal, maximize sales volume and margin, strengthen brand presence and enhance customer relationships.

Primary Duties and Responsibilities:

- Analyzes market penetration and targets strategic opportunities for growth. Specific targets will be established in each MSA and updated periodically.
- Utilizes their relationships to increase national and regional account sales.
- Develops national programs, specifications, and supplier agreements with accounts in the single family channel and maintains relationships with these accounts to ensure high levels of client satisfaction.
- Effectively communicates with Sales, Marketing, UI/UX and other 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 and trades as needed to ensure program success.
- Partners with marketing and product development category managers to identify new product needs from competitive analysis and/or as a result of account strategy.
- Works with Marketing 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 single family channel marketing and product programs in order to maximize iDevices's overall performance within the single-family 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 periodic report for inclusion in corporate communications. Participates as needed in department meetings to provide project updates.
- 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 customer/trade training, tradeshow/customer event participation, new product implementation, and new customer agreements