

About Inland Marketing Services

Our vision is Growth; for our customers, our team members and our community.

At IMS, we understand the time and energy it takes to manage the procurement, assembly and distribution of your products and marketing materials. That is why we offer complete, value-added solutions so you can focus your time and resources on what matters most—growing your business.

Inland Label and Marketing Services, LLC is a third generation, family owned and operated company that employs over 250 people working out of three facilities. We pride ourselves on having strong relationships with both our customers and suppliers, as it is the key to our long-term success.

Start loving your job, join the Inland team!

Job Description

IMS National Account Manager

The National Account Manager is responsible for selling Inland Marketing Services (IMS) products to new and existing customers. In addition to new sales, this position is also responsible for maintaining strong business relationships with established customers. The National Account Manager must work to understand the needs of both internal and external customers with a focus on developing and maintaining business solutions.

- 1. Customer Satisfaction**
Maintain high customer satisfaction ratings.
Increase customer reliance on use of IMS services.
- 2. Business Growth**
Seeks out and targets new customers and sales opportunities.
Works with existing customers to retain and grow business.
Take growth opportunities to reality....Close Opportunities.
- 3. Leadership**
Member of IMS leadership team.

Competencies

- Excellent verbal and written communication.
- Vision and aptitude to take growth opportunities to reality.
- Ability to take action and make decisions from an ownership perspective.
- Ability to adapt to changing situations, new processes and new technology.

- Proficient in the use of Microsoft Office Suite software applications.
- Sales techniques, production planning, equipment specification and acquisition, lean manufacturing.
- Ability to sell products and services.
- Understand how to meet customer needs and know our competitors.
- Belief in Inland's vision and values.
- Understanding of how work impacts organizational costs and the bottom line.
- Ability to create and conduct sales presentations preferred.
- Ability to handle multiple customer accounts.
- Strong attention to detail and follow-up skills.
- Excellent planning and organization skills.

Qualifications

- Bachelor of Science degree in Marketing, Business, Communications or other related field.
- A minimum of 4 years of sales experience, preferably in a service oriented industry.
- Valid driver's license and driving record

Compensation and Benefits

Salary based on experience.

Inland's Benefits Package Includes:

- Health Insurance
- Dental Insurance
- Vision Insurance
- Short-term Disability Insurance
- Long-term Disability Insurance
- Flexible Benefit Plan
- 401(k) Retirement Plan
- Car Allowance
- Gain Sharing
- Tuition Reimbursement Program
- Training Program
- 9 Paid Holidays
- Perfect Attendance Program
- Years of Service Recognition
- Profit Sharing Retirement Plan
- Bonus Eligible Position

Visit our website to explore other exciting opportunities!

<http://www.inlandims.com/>

To Apply

Mail a Résumé:
Inland Label and Marketing Services, LLC
2009 West Avenue South
La Crosse, WI 54601

E-Mail a Résumé:
hr@inlandlabel.com

Fax a Résumé
608-787-7238

An application can be found online at:
<http://www.inlandlabel.com/Careers/index.html>