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## Position Description

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### Overview

*Job Title*      **Retail Account Manager**  
*Location*      **Southwestern California**

### Details

**Our client is currently searching for a Retail Account Manager for their Western Region of the United States.** As the Retail Account Manager, you will build a sustainable base of business that exceeds revenue and order objectives on agreed accounts.

You will lead new business growth across retail vertical markets (Grocery, Discount Department, Quick Serve Restaurants, Check Cashing, and other cash –handling customers) by managing the entire sales pipeline on a daily basis. This starts with creating new leads, qualifying the leads, developing the opportunity, creating value, presenting solutions and closing new business.

We are looking for the 'hunter' who has the skills and abilities to foster growth in new business relationships right from the onset. A true one-person sales force that can explain our client's services in a mutually beneficial way, balancing their needs of both client and employer onto its final stages while owning the process every step of the way.

If this sounds like the right opportunity for you, we encourage you to read on.

### **About the Company**

Recognized as world experts in the management of cash working from more than 20 countries, our client ensures the seamless delivery of funds from one end of operations to the other in the banking, retail gaming, and other various OEM sectors. Their products and services allow patrons of immediate funds delivery systems get the resources they need when they need them.

By brandishing some of the most innovative change stations, automatic tellers, and commercial cash management systems on the market, this company is poised to reach further into the retail transaction space and leverage its combined 250+ years of experience in the industry to grow market share and with it, your opportunities to succeed.

### **Primary Responsibilities**

- Develop, realize and maintain incremental revenue by selling and advocating GGS products and services “to”, “through” and “with” prospective customers within specified territory and / or assigned accounts.



- Maintain on-going relationships with multiple contacts throughout client's organizations and effectively utilize internal resources to insure smooth delivery of products/ services and payment.
- Process all sales order paperwork in a timely fashion.
- Resolve customer conflicts quickly. (RMA requests, etc.)
- Attend trade shows promoting products when required as well as internal sales meetings arranged by the company.
- Manage multiple projects to achieve commitment and results.

### **Primary Requirements**

- 5+ years solution-based sales experience including but not limited to 2+ years sales experience within the retail market selling POS solutions, software, hardware, cash handling equipment or other B2B situations.
- Must be able to demonstrate a solution based selling approach (versus only product selling) to senior level executives in the top end of the larger local and community bank in their geography.
- Possess a strong account management background with a history of closing with "win-win" negotiating skills.
- Demonstrate thorough knowledge of Power Point style capability presentations, along with all most recent Microsoft Office Products.
- Experience in designing and negotiating winning sales proposals that involves calculating pricing to reach gross profit targets.
- **50%+ travel within geographic territory as required. Reside in major metropolitan city within territory.**

### **Additional Requirements**

- Must be organized, motivated and possess the ability to follow a structured sales process and develop and execute a sales plan enthusiastically.
- Be comfortable conducting a heavy outbound calls to prospects and customers.
- Document experience utilizing CRM software to document all sales activity, manage the sales pipeline and identify, track and facilitate closure of key opportunities.
- Experience and understanding of retail information technology (IT) platforms a plus.
- BA or BS preferred.



### **About Us**

Cutting Edge Connect is an executive consulting firm with the goal of bringing talented individuals into quality organizations.

To speak with us directly, please contact:

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Partner

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### **Why work with Us?**

Cutting Edge Connect does not employ the candidates who apply for this position. As an Executive Recruiter, our client has requested assistance in finding exceptional professionals to fill this role. Our services allow you, the candidate, to gain a privileged position in front of the hiring authority and human resources. Our clients trust us to ease the headaches of the hiring process for everyone by presenting your qualifications in a unique and attention-grabbing way.

Want to know more about what Cutting Edge Connect can do for you? Visit the candidate presentation example page on our website here: <http://www.ceconnectinc.com/see-your-next-hire/>

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