



Position: Floor Covering - Account Manager, Winnipeg

Milliken & Company: Milliken is an innovation company that has been exploring, discovering, and creating ways to enhance people's lives since 1865. With expertise across a breadth of disciplines including specialty chemical, floor covering, and performance materials, we work around the world to add value to people's lives, improve health and safety, and make the world more sustainable. We have a global presence with over 39 manufacturing facilities located in the U.S., U.K., Belgium, France and China. In addition, sales and service operations are located throughout the Americas, Europe and Asia. To learn more about the uniqueness of Milliken, visit our website at Milliken.com

Job Description:

Manage all aspects of current contract sales and new account acquisitions in the territory (Manitoba and Saskatchewan). Candidate should possess strong experience and knowledge of the contract sales process and preferably strong knowledge of the contract carpet industry. Comprehensive knowledge of the local A&D industry - capable of specifying and selling through this segment. Experience in seeking and developing annuity business with end users. Evidence of strategic relationships with key decision makers in the territory. Ability to see the "big picture" by assessing, prioritizing, navigating and quickly adapting to complex situations in key projects. Strong listening and communication skills used to identify customer needs and encourage customers to specify and purchase Milliken Carpet. Willingness to work flexible hours in order to strengthen key relationships and secure specifications on must win projects.

Responsibilities:

- The successful candidate will meet and exceed all revenue and growth goals assigned
- Develops, plans, and executes sales and marketing strategies within assigned A&D accounts and End User accounts.
- Develops and maintains a detailed sales strategy for each target aimed at retention/penetration to gain targeted market share.
- Establishes, develops, strengthens and maintains relationships at all levels of assigned A&D accounts.
- Promotes the Company brand in the marketplace.
- Support commercial dealer channel strategies and relationships to fully maximize contracting opportunities and market coverage.
- Manage all aspects of day-to-day account management.
- Identify winnable projects. Fill and maintain a workable pipeline
- Highly involved in industry trade organizations. IIDA/IFMA

Education/Experience:

B.S./B.A. required

3+ years sales experience or A&D background required.

Well-developed communication and execution management skills.

Must be a self-starter, experience with working from home office with limited supervision.

Must possess very strong personal presence and interpersonal skills.

Must be comfortable interacting with a wide variety of customers - from technical to non-technical.

Strong understanding of the design process.

For consideration please send an updated CV/resume to Cameron.Culp@Milliken.com or apply directly to the position through www.Milliken.com.