



ACCOUNT MANAGER

Overview:

The Account Manager role is responsible for cultivating relationships with existing clients and identifying additional business opportunities within the client. Prior experience in retail management or corporate retail is preferred. This position is based in our Columbus, Ohio office.

Responsibilities:

In this position, the individual will be developing relationships with current clients and actively growing our services within the clients' organizations.

The Account Manager will develop a full understanding of Dismas Distribution's capabilities and convey the value of these services as he or she meets with existing clients. This role is also responsible for providing an outstanding customer experience with Dismas.

- Cultivate and grow strong relationships and partnerships with existing clients
- Promote the capabilities and benefits of our value-added services
- Partner with clients to identify new value-added service needs
- Collaborate with Dismas production team for seamless delivery of projects to clients

Qualifications:

- Bachelor Degree or 3-5 years client services experience preferred
- Strong written and verbal communication skills
- Solid problem-solving skills
- Comprehensive knowledge of Microsoft Word, Excel and PowerPoint
- Ability to work within a customer relationship management (CRM) platform
- Proven track record of working with teams, delivering on commitments, working across organizational boundaries, and dealing with ambiguity

If you feel you are the best fit, email Kristen Schmitt at kschmitt@dismas.net.

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