

Job Description

Title: National Accounts Manager

Location: Remote – Covering United States

Reports to: Director, Construction Design

Purpose:

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a **National Accounts Manager** for the United States market. The purpose of this position is to grow sales market by creating demand for Sto products and systems that focus specifically on national accounts growth and development. This role will develop and nurture relationships with key decision makers and influence projects resulting in the specification and use of Sto products, systems, and services. The National Accounts Executive plays a critical role in creating opportunities for success within Sto Corp.'s core business, along with Sto strategic objectives, including StoCast, StoPanel, and StoVentec.

Essential Duties & Responsibilities (includes, but not limited to):

- Establish influence and strong relationships as a trusted advisor with key influencer national accounts who are involved in making decisions related to the purchase of building products for construction projects. Influencers include, but are not limited to, architects, consultants, building code officials, general contractors, installers, prefabricators, strategic, and corporate accounts.
- Responsible for educating and selling the Sto Corp. product offering with an emphasis on delivering sales of our strategic initiatives, StoPanel, StoVentec and StoCast.
- Develop, create brand ambassadors for the Sto brands.
- Provide a positive customer experience through the promotion of services, products and systems.
- Provide educational seminars and luncheons with specific, Sto branded messaging to targeted influencers.
- Communicate new Sto services, products and systems through various methods to effectively bring them to market.
- Assist influencers in developing project specifications for Sto products and systems with an emphasis on gaining competitive advantage.
- Manage efficient transfer of project information to Field Service Managers and/or Construction Design Manager and/or appropriate channel after specifications are secured in order to complete sales cycle and close projects. Updating and tracking required through CRM.

- Collaborate and engage internal design services and or technical services when necessary to provide specific brand approach with national accounts prospects
- Actively participate in industry/trade associations such as AIA, CSI, BEC, RCI, ICRI, AWC.
- Collaborate with Project Development Specialists to identify key influencer accounts and target projects ahead of the planning stage.
- Monitor and report competitive activity including, but not limited to, new products or initiatives and promotional programs.
- Monitor and report building code or municipality ordinance changes/adoption which could potentially impact Sto products or services.
- Execute the objectives of the annual business plan via agreed upon tactics and according to the company's stated strategy.
- Convert qualified leads to Sto specifications as defined in the annual business plan.
- Manage the CRM project pipeline to increase lead conversion (specification) and close rates, including increasing probability above assigned rates.
- Perform other duties as assigned.

Knowledge/Skills/Abilities:

- Proven track record of minimum 5 year experience in national account development with a focus on the building envelope.
- Bachelor's degree in business administration or construction management or its equivalent in work experience.
- Possess a strategic, hunter mentality when approaching market growth.
- Additional language skills would be an asset.
- An affinity for current digital technologies is essential.
- Ability to define problems, gather data, establish facts, and draw valid conclusions.
- Strong knowledge and proficiency in data software: MS365 (required), CRM (preferably Salesforce.com).
- Excellent oral and written communication skills and strategic listening skills are necessary to effectively exercise tact, discretion, judgment and diplomacy when interacting and/or negotiating with all levels of internal and external customers.
- Strong organizational skills - attention to detail and self-motivator - willing to take the initiative.
- Creative innovator with entrepreneurial spirit.
- Ability to travel independently, as needed (75% or more).
- Active, lifelong learner mentality.

To Apply:

Submit your resume and cover letter to Jobs@StoCorp.com. Job ID: CDM-SR-SE