



We are hiring!

International Sales Account Manager

Do trends, fashion, and new emerging products excite you? Do you feel confident managing projects, communicating with clients, and enjoy working in a fast-paced environment? If you answered yes, then the following might be a great opportunity for you!

Madesmart® is currently looking for an International Sales Account Manager to drive international business and grow brand awareness around the world. The International Sales Account Manager's main responsibility will be to identify, research, and confidently build relationships with new accounts, while developing and expanding existing madesmart® customers, distributors and managing representatives of accounts.

Based in Saint Paul, you will experience the joy of working closely with a collaborative team of in-house designers, engineers, finance managers, and a full business operations team. As an International Sales Account Manager, you will partner and work closest with madesmart's® sales team and report directly to the CEO/owner.

The International Sales Account Manager will be responsible for developing and maintaining close partnerships with major international distributors and retailers such as Ace Hardware International, Costco, TJMaxx and True Value. This position will require you to be a self-motivated, team oriented, passionate and driven individual.

Visit our website at www.madesmart.com to discover more about our team, culture, and mission.

About Us:

Madesmart® is a women-owned™ housewares design company based in St. Paul, Minnesota.

In 1990, our founder and CEO, Deveen Joy McNally, set off on a mission to bring ultimate peace and well-being to countless homes with the world's first Junk Drawer Organizer®. Twenty-eight years later, this journey has led her down a road of endless possibilities with, now, over 1,000 life-changing household products on the market. With a grateful heart, Deveen is proud to have a passion-oriented team who has shared her common vision of delivering organized harmony to the spaces people love.

Every day, madesmart® strives to instill heart and soul into the home organization category. With innovative designs, we create stylish and functional products that turn organizing into a rewarding experience. Our commitments to thorough research, testing, and development has formed invaluable trust in every home. At madesmart®, we take pride in what we do.

You will:

- Actively seek out and pursue new accounts and territories.
- Strategize with CEO/owner and sales team to develop new accounts to drive growth of new business.

- Manage the ongoing relationships with buyers, retailer/ reps and distributor partners by managing the day to day tasks, emails and phone calls.
- Conduct category research through store visits, trend research, and online search engines.
- Achieve financial goals by working with our finance department to build strong margins that work for the customer and the company.
- Attend buyer/retail partner meetings with CEO/owner as needed.
- Develop and create sales presentations and proposals- including PowerPoint presentations, product sales summaries, and pricing lists.
- Partner closely with Madessmart's Project Manager and design team – to participate in development and execution of new product, packaging, and graphic designs.
- Some travel will be required – the desired candidate will be excited and eager to travel – both international and domestic for tradeshow.
- Negotiate contracts, agreements, and allowances
- Strategically plan and launch product in developing countries by partnering with buyers and distribution centers

You are:

- A motivated self-starter and driver in their own work – eager and excited to get new accounts off the ground.
- A graduate in Marketing, International Business and/or other related field with at least 5 to 8 years of professional sales and/or account management experience.
- Strong Verbal and Written communication skills
- Detail-oriented with exceptional follow-through and project management skills.
- Willing to do what is needed to gain a customer which could include; prospecting, occasional cold calling, lead qualification and follow up to execution as needed.
- Have the capabilities and knowledge to partner with finance on pricing proposals and market data.
- A solid team player, problem solver and someone who can work well in a fast-paced, ever-changing environment.
- Able to maintain a current passport and travel overseas.
- Database management experience a plus. Bilingual-Proficient in Spanish /French a plus
- Proficient in Microsoft Office: Emphasis on PowerPoint and Excel

We can offer you:

- The opportunity to work with some of the largest retailers and distributors abroad
- A fun and energetic work environment filled with dedicated professionals
- A wide range of responsibilities and opportunities to give you hands-on experience
- The chance to shape your career while contributing to the growth of the company
- An inspiring, comfortable and healthy workspace
- Madessmart® is an Equal Opportunity Employer. We offer competitive benefits and salary commensurate with experience.

Required Education:

- Bachelor's degree in marketing, International business, or related field

Job Type:

Full-time

Job Location:

Saint Paul, MN 55104