



We are hiring!

National Sales Account Manager

Are you ready to impact the rapidly changing retail environment? Does the thought of managing projects and nurturing client relationships excite you? Do you enjoy being a part of a fast-paced and extraordinarily talented team?

Our ideal National Sales Account Manager is a high-achieving, relationship-building, gaming-changing sales aficionado. You walk into work every day inspired to close the sale, assist your team members, and foster new and existing business relationships. You naturally rise to the occasion to bring your best work forward.

As a part of the beloved madesmart® brand, you will have the opportunity to have face-to-face partnerships with influential national retail buyers. Every day, you will collaborate with a team of sales, finance, operations, and design experts to deliver thoughtfully designed products to people's homes both globally and nationally.

With high-standards and self-motivation, you will partner with major retailers like TJMaxx, Walmart, and Target to build dynamic, innovative programs that make a difference in the customer's lives. We require you to be a highly collaborative and driven individual that collaborates to overcome obstacles and challenges.

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

Our Story:

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:

- Maintain and grow ongoing relationships with buyers and retail partners to manage day-to-day customer service – working with the Sales Directors and all members of the madesmart® team.
- Develop a deep understanding of the motivations and needs of your clients and find innovative ways for madesmart® to partner and meet them.
- Partner closely with madesmart® Design Directors to develop and execute new strategies, programs, packaging, and graphic designs as needed.

- Seek out new business opportunities and categories within current customers, as well as potential new customers.
- Conduct category research through store visits, trend assessment, and online research.
- Support margin and sales/pricing analysis in partnership with Sales and Finance departments.
- Attend buyer/retail partner meetings with sales team, as needed.
- Initiate and develop sales presentations and proposals- including PowerPoint presentations, product and sales summaries, and pricing analysis.
- Travel will be required – the desired candidate will be excited and eager to travel – both domestic and potentially international.
- Assist in a variety of marketing and sales assistance, as needed.

You are:

- Energetic and enthusiasm for your work.
- Experience in working with mass retailers and their buying teams.
- A motivated self-starter and driver of projects.
- A collaborator who can follow projects through to completion with the team.
- A graduate in business administration, sales, marketing, or other related field.
- 2 to 5 years of professional marketing, business, sales, or other related field experience.
- A proven relationship builder and account manager.
- A dynamic communicator and collaborator—both written and verbal.
- Detail-oriented with exceptional follow-through and project management skills.
- Microsoft Office proficiency—emphasis on PowerPoint and Excel.
- Have the capabilities and knowledge to partner with finance on pricing proposals and data.
- Willing to perform prospecting, occasional cold-calling, lead qualification, and follow-up to, as needed.
- A solid team player, problem solver, and someone who can work well in a fast-paced, ever-changing environment.
- Database management experience a plus.

We can offer you:

- The opportunity to work with some of the largest retailers in the US and abroad.
- A fun and energetic work environment, filled with amazing, collaborative people.
- A wide-range of responsibilities and opportunities to learn from hands-on experience.
- The chance to shape your career while contributing to the growth of the company.
- An inspiring, comfortable, and healthy workspace.
- Madesmart® is an Equal Opportunity Employer.
- Offer competitive benefits and salary commensurate with experience.