

# FERADYNE OUTDOORS JOB POSTING

## KEY ACCOUNT SPECIALIST

**POSTED 6/9/17**

### QUALIFICATIONS (EXPERIENCE/EDUCATION)

- ❖ Ten years' sales rep or similar calling on Box or Mass Merchant Accounts
- ❖ HS diploma or GED required-Management or Leadership training a plus
- ❖ Proficient computer skills with Microsoft Office and internet correspondence and research.
- ❖ Ability to calculate figures and amounts
- ❖ Excellent customer service skills (friendly, courteous and helpful)
- ❖ Knowledge of archery industry and shooting preferred
- ❖ Drug Screen: applicant must pass 5 panel screen before hire (expense paid by company)

### JOB DUTIES:

| Position/Summary   | Related Job Duties  |
|--|---|
| <p>The role of Key Account Specialist will focus on the day to day business of special key accounts.</p> <p><b><u>Immediate Opening</u></b></p> <p>Submit in person or email FeraDyne Outdoors Employment Application, Cover Letter and Resume to:</p> <p>Human Resources<br/>1230 Poplar Avenue<br/>Entrance A (upstairs)<br/>Superior WI 54880</p> <p><a href="mailto:jobopps@feradyne.com">jobopps@feradyne.com</a></p> | <ul style="list-style-type: none"> <li>• Manage Private Label Program               <ul style="list-style-type: none"> <li>○ Ideation of Products</li> <li>○ Development with Engineering and packaging</li> <li>○ Follow up and implementation to the market place</li> </ul> </li> <li>• Monitor Data Sources               <ul style="list-style-type: none"> <li>○ DOMO &amp; SPS Enterprise Reports                   <ul style="list-style-type: none"> <li>▪ ROS at SKU level</li> <li>▪ Turns/Sell Through</li> <li>▪ Inventory Outs or Overstocks</li> <li>▪ Develop Action Plan to correct issue.</li> </ul> </li> </ul> </li> <li>• Maintain Promotional Calendar               <ul style="list-style-type: none"> <li>○ Work closely to create and maintain promotional calendar with accounts</li> <li>○ Secure Advertising space in flyers and special events</li> <li>○ Create in store promotions at key times</li> <li>○ Develop Black Friday Opportunities</li> </ul> </li> <li>• Displays and Signage for in Store               <ul style="list-style-type: none"> <li>○ Work with Graphics and purchasing to develop and maintain in store signage</li> <li>○ Maintain End cap programs and provide Planograms for endcaps</li> </ul> </li> <li>• Item Creation and Vendor Agreements               <ul style="list-style-type: none"> <li>○ Maintain Agreements and negotiate any changes required</li> <li>○ Create new item sheets and provide all needed information to account</li> </ul> </li> <li>• Work with buying team on day to day issues</li> <li>• Weekly Review of Backorders &amp; provide updates/solutions</li> <li>• Forecasting               <ul style="list-style-type: none"> <li>○ Work with Sales Operation Manager to forecast accounts by item by month</li> </ul> </li> <li>• Manage Special Events               <ul style="list-style-type: none"> <li>○ Secure Contracts and outline details of special events</li> <li>○ Work with Pro Staff Coordinator to man special events</li> </ul> </li> <li>• Training of Store Associates</li> <li>• Line Reviews               <ul style="list-style-type: none"> <li>○ Create meeting Deck with Sales Data, and meaningful information to steer the business</li> <li>○ Work W/engineering to develop NPD slides and samples for the meeting.</li> </ul> </li> <li>• Manage Content for Catalogs/Web/Print               <ul style="list-style-type: none"> <li>○ Images</li> <li>○ Videos</li> <li>○ Copy</li> <li>○ Samples for Photography</li> <li>○ Sitelet management with Key Accounts</li> </ul> </li> <li>• Travel- Quarterly reviews as needed               <ul style="list-style-type: none"> <li>○ Special events</li> </ul> </li> <li>• Setup and Manage Bi-Monthly calls to improve communication and ensure we execute our sales plan.</li> </ul> |