

Career Opportunity: Sales Account Manager

Hours: M-F 8am-5pm

Ward-Kraft is seeking a **relationship-driven, revenue-generating Sales Account Manager** to own and grow a portfolio of distributor and Manufacturer Representative accounts. This is not a passive account maintenance role. This position owns the full customer lifecycle — from strategic development and quoting to order execution and long-term expansion. Our Account Managers operate as **business leaders of their accounts**, driving profitable growth while protecting operational excellence and customer satisfaction.



Drive Revenue & Growth

- Grow assigned accounts year-over-year
- Identify cross-sell, new applications, and expansion opportunities
- Improve quote capture rates through disciplined follow-up



Own the Customer Relationship

- Serve as the primary point of contact
- Build long-term, trust-based partnerships
- Maintain thorough research and CRM documentation



Own Pricing & Profitability

- Understand margins, cost drivers, and volume leverage
- Follow up on open quotes



Ensure Operational Excellence

- Own orders from PO to delivery
- Ensure accurate order entry
- Proactively communicate updates and delays



Lead Through Knowledge & Market Intelligence

- Continuously gather market intel
- Research customer industries and competitive positioning
- Use data to support strategic decisions

Who You Are

- A strong sales mindset
- Revenue-driven focus
- Ownership mentality
- Margin awareness
- Structured follow-up discipline
- Research-driven curiosity
- Strong business communication skills
- Operational precision
- Cross-functional leadership ability
- Comfort with accountability and performance metrics

Experience in print manufacturing, B2B sales, distributor sales, or manufacturer rep environments preferred but not required



Please apply online if you are interested in this career opportunity
[JOBS@WARDKRAFT.COM](https://www.wardkraft.com/jobs)

Paper applications are available at 2401 Cooper St, Fort Scott KS



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