



eSupply Systems
PURCHASING INTELLIGENCE

COMPANY: eSupply Systems LLC

POSITION: Account Manager

LOCATION: San Antonio, TX

COMPANY INFORMATION

eSupply Systems is a leading, web-based platform (enhanced with budget controls and other purchasing intelligence tools) that administers, supervises and manages the procurement of MRO (maintenance, repair and operations) supplies for the property management industry. eSupply Systems minimizes inefficiencies that affect the property management business by decreasing administrative costs, increasing budget compliance and allowing users to focus on revenue-generating and service-related activities, as well as controlling expenses and reducing errors.

eSupply Systems' commitment to client success defines our daily operations. The eSupply Systems team works closely with customers to better understand their challenges and provide cost-saving solutions. We've partnered with best-in-class suppliers to ensure that our clients receive the right products, competitive prices and reliable delivery. Partners include Maintenance Supply HQ, Wilmar, Staples, Whirlpool and Sherwin Williams, to name a few. We are also deeply committed to customer service "post-sale."

POSITION OVERVIEW

Using our unparalleled value propositions, the Account Manager will be responsible for developing long-lasting partnerships with customers to manage and control their MRO procurement. At eSupply Systems, you will flourish in a fast-paced, entrepreneurial environment where success is rewarded. Account Managers also have resources like an expert team of customer support representatives and trainers who consult with you and your customers to discuss specific time-saving and cost-cutting solutions, professional training and development programs, and our world-class e-commerce site that provides the cutting-edge technology and efficiency our customers both require and expect of us.

Our most successful sales professionals possess a tenacious desire to win and have the intellectual ability to create tailored, cost-effective solutions that impact our customers' bottom line.

The ideal candidate will have experience in a rapidly growing business, supporting a team to achieve superior results. The candidate must be a detail-oriented, self-starter who is proactive and excited to work in fast-paced environment. This role reports to the Director of Operations and interfaces with senior executives on a regular basis.

RESPONSIBILITIES:

- Develop and manage purchasing policies and procedures with customers to ensure the most economical method of procuring supplies for properties are met.
- Establish and expand relationships with key executives and decision makers within customer's organization.

- Communicate the customer's goals and represent the customer's interests to the team.
- Understand the company's capabilities and services, and effectively communicate all offerings to the customer.
- Provide regular two-way communication between the customer and team, to provide strong team representation and set proper customer expectations.
- Analyze and prepare monthly detailed customer spend and budget utilization reports for management.
- Report to management, providing regular input on all account activity, including status and call reports on a weekly basis.
- Establish requirements and monitoring metrics to meet quality standards.

POSITION REQUIREMENT:

- Minimum 3+ years of successful, complex selling experience, with strong emphasis on end user/commercial sales
- Possess the business acumen to position the company's solution as a strategic advantage for our customers. Account Managers must be able to clearly articulate business drivers, balance sheets, and total cost of ownership concepts with executives and decision makers
- Results driven – documented success in exceeding sales goals or objectives
- Strong process discipline – ability to align planning objectives with a pipeline development process to grow and develop territory revenue
- Experience in developing strategic plans and accurate forecasts for territory and accounts
- High attention to detail
- Ability to multi-task
- Strong written and oral communication skills
- Strong team player who can build both internal and external relationships
- Proficient in MS Office applications including: Word, PowerPoint, and Excel
- Undergraduate degree
- U.S. citizenship or permanent resident status

PREFERRED BUT NOT ESSENTIAL:

- Knowledge of MRO (Maintenance, Repair, and Operations) supply industry
- Multi-family industry experience
- E-commerce experience
- Bachelor's degree in Business

COMPENSATION:

- Competitive compensation and health benefits

Interested? Please send your resume to careers@esupplysystems.com. We look forward to hearing from you!

eSupply Systems is an equal opportunity employer.