

# **Jewelry Account Manager**

## **Job Description**

### **Overview**

Our purpose at Gesswein is to help manufacturers achieve better results. The role of the Jewelry Account Manager will play an integral part in this mission by providing multifaceted support to our customers. Through product recommendations, technical support, and assistance from the quoting stage to order completion, the jewelry account manager will work alongside our customers to improve their operations.

You are the right person for this role if you are proactive, motivated, organized, responsible and able to work well in a fast-paced, team-oriented environment. This role requires excellent sales and communications skills as well as effective relationship-building talents. We are seeking individuals with a strong background in sales and a track record for exceeding targets in new customer acquisition and/or business development.

### **Responsibilities**

- Manage a defined geographical territory of jewelry manufacturers and retailers within the U.S.
- Support sales growth by providing customers assistance throughout the sales cycle process including quotation, orders, and invoicing.
- Provide product-based solutions to solve customer's on-going manufacturing challenges.
- Keep customers informed with new and relevant products that support their needs.
- Work from the main office in Bridgeport, CT and travel for customer visits and trade shows
- Participate in technical training, provided by Gesswein, to develop and enhance product technical knowledge.
- Strengthen customer relationships via frequent communication via phone, email, and in-person.
- Create and process customer quotations and sales orders with Gesswein's ERP system.

### **Qualifications**

- Bachelor's Degree
- 2 years sales experience
- 2 years working within the jewelry industry, preferably in manufacturing
- Proficiency in email/Microsoft Office Suite/CRM
- Exceptional organizational skills for work in a fast-paced environment
- Flexibility to travel for trade shows and customer visits throughout the U.S.

## **Benefits**

Gesswein is a family business ranked Top Workplace for 3 consecutive years since 2019. We know there is nothing more important than the people around us. A sample of the benefits we provide are:

- Robust medical, dental, vision, and life insurance plans
- Short- & long-term disability coverage
- Paid time off & vacation
- 401K Plan

## **Equal Opportunity**

We are committed to equal employment regardless of race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.

## **About Us**

Gesswein is a fourth-generation family-owned business serving metalworking industries throughout the U.S. and around the world since 1914. We supply an extensive product line of 15,000+ high quality, precision tools and equipment from our main office in Bridgeport, CT and distribution centers in Canada, India, and Thailand.

Job Type: Full-time