An industry leader has an opening for an Account manager in the Chicago area. The Account manager responsibilities will include but not be limited to, maintenance of currently assigned Global accounts plus acquisition and maintenance of new clients, keeping good customer relationships, and following up with customer needs. **Yearly Bonus**

DUTIES & RESPONSIBILITIES:
1. Maintain a good working relationship with global accounts, across the organization chart, including design, sourcing, purchasing, and quality assurance. Receiving feedback and proposing new products or ideas that will contribute towards the Research and Developmental teams that may deem necessary for future developmental products. This will consist of, but is not limited to; sample coordination, sourcing, sales, communication between liaison offices, and information sharing.
2. Acquire and maintain detailed supply chain information on all assigned account, and establish sales targets for assigned Global accounts
3. Implementation or coordination of a supply chain management strategy that will consist of forecasting products while also satisfying logistical needs by balancing with appropriate affiliates how to best satisfy delivery needs.
4. Monitor, analyze and develop sales and marketing strategies for assigned global accounts, with regular and timely reports to their Direct Manager.
5. Market research, analysis, and acquisition of new global accounts, which may or may not be based outside of the U.S.
6. Continually introduces Textile & Plastic and Snap & Button products through Global Marketing activities and accounts.
7. Timely reports to upper management.
8. Provide “key” account management, including covering a larger and more responsibility required territory.

REQUIREMENTS:

Education/Experience:

Bachelor's degree (B.A.) from four-year college
3+ years of experience in a manufacturing industry
Domestic and International travel required, which could include weekends.
Ability to set and communicate expectations; skill in mediating and resolving problems
60% Travel