



enesco.

JOB DESCRIPTION

Job Title: Account Executive
Department: Sales
Reports to: Regional Sales Manager
Revision Date: 2010

Enesco, LLC, is a global leader in the giftware and home and garden décor industries. Serving more than 44,000 customers worldwide, Enesco distributes products to a wide variety of specialty card and gift retailers, home décor boutiques, mass-market chains and direct mail retailers. With subsidiaries in the United Kingdom, France, Canada and Hong Kong, Enesco serves markets operating in Europe, the Americas, Australia and Asia. The company's product lines include some of the world's most recognized brands including Heartwood Creek® by Jim Shore, Foundations®, Our Name is Mud®, Gund®, Boyds®, Country Artists®, Walt Disney Classics Collection®, Disney Traditions™, Border Fine Arts™, Cherished Teddies®, Trail of Painted Ponies®, and Lilliput Lane®, among others. Further information is available on the company's Web site at www.enesco.com.

Position Summary:

Represent Enesco's and its family of brands with assigned retail accounts and open new accounts in specified channel and geographic territory. Maintain customer relationships by consulting with accounts on merchandising, promotions, services & marketplace trends.

Essential Functions/Major Responsibilities:

- Identify and prioritize new sales opportunities with current and new customers to achieve assigned sales goals. Successful track record with prospecting and cold-calling is a required skill.
- Represent Enesco at regional and corporate trade shows to generate new business and show case product lines with current customers.
- Support retailers business by analyzing demographics, past purchases, profit per square foot, SKU performance and store business goals.
- Provide inventory turn analysis to customers.
- Consult with customer on merchandising, promotions and marketplace trends.
- Measure outcome of recommendations and provide results to customer. Conduct regular business reviews with clients.
- Handle customer service requests with the assistance of online tools and Enesco's customer service department. Handle online order entry and help resolve credit issues as necessary.
- Provide timely and consistent sales reports to demonstrate performance success and help drive continuous process improvement.

Experience, Competencies, and Education:

- Minimum of three years of gift or related industry sales experience with a proven track record of consistently exceeding sales goals.
- Prior experience with strong commission structure compensation plan
- Experience with retail specialty stores is a plus.
- Bachelor's degree in marketing, sales, business or related field or equivalent experience.
- Excellent presentation and written communication skills. Strong time management, problem solving and organization skills.
- A demonstrable capacity to keep abreast of marketplace trends and to proactively address retailer needs to facilitate business development.
- Ability to gain business through industry trade show involvement.
- Excellent computer skills in internet, e-mail, Excel spreadsheets, MS Office programs, presentations and order entry systems.
- Ability to work remotely and access to reliable transportation.
- Capacity to travel approx 30%
- Demonstrated enthusiasm for product and sales
- Previous experience in development and execution of sales plans.

Physical Demands & Work Environment:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Ability to travel to customer sites in assigned territory, trade shows or regional/corporate shows, approximately 30 % of the time.
- Light physical effort equal to frequent lifting or moving of samples, briefcases & boxes
- Regularly required to sit or stand, bend and reach.

Qualified candidates should submit resume to: salesjobs@enesco.com