



enesco.

**VP NATIONAL ACCOUNT SALES MANGER – DEPT 56
JOB DESCRIPTION**

Job Title: VP National Account Sales Manager
Department: D56 Sales
Reports to:
Revision Date: 2009

Definition of Enesco's business:

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®, Bilston & Battersea Enamels®, and Lilliput Lane®, among others. Further information is available on the company's Web site at www.enesco.com.

Position Summary:

The National Account Sales Manager will direct a team of sales managers to drive sales revenue through the National, Mass and Direct Channels. In addition this person will be called on to advise and direct product development towards the focused needs of this customer base.

Essential Functions/Major Responsibilities:

- Drive Sales through the designated channel(s).
- Integrate the product development process and time line with the needs of the customer.
- Negotiate levels of customer service and compliance with the customer.
- Manage a team of individuals that will work directly with the customers.
- Develop relationships within the company to insure proper execution of customer orders.
- Develop relationships with the customers to maximize revenue potential.
- Manage a budget for selling and account support.
- Align the needs of the channels along with the capabilities of the company and seek solutions to performance barriers.
- Fully understand retail math and the profitability needs of the company.

Experience, Competencies, and Education:

- Evidence of previous management abilities to include:
 - Delegation
 - Team work
 - Training
- High standards
- Work experience preferred over degrees, but preference would be given to any 4 year college degree
- Skills must include a comfort level with Word, Excel and Powerpoint
- Competencies include clear communication skills, analytical skills, business acumen and relationship skills.
- Must be experienced in 2 of these three areas:
 - Giftware Sales,
 - Enesco or Department 56 specific experience, or
 - Experience working for or selling to National Accounts

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.

- Light physical effort equal to frequent lifting or moving of lightweight materials.
- Regularly required to sit or stand, bend and reach.

Qualified candidates may apply via email to resume@enesco.com.