

# National Accounts Manager

## Patient handling & Bathroom aids, North America

Would you like to be part of Etac's growth journey within Patient handling & Bathroom aids in North America? Do you have the skills for growing relationships with long-term care groups, buying groups and online sellers? Then you might be the person we are looking for!

### Etac

Founded in 1973, Etac is a world-leading developer and provider of ergonomic assistive devices and patient handling equipment. Through our specialised product brands, we offer state-of-the-art products for a wide range of daily needs and care settings, for people at all stages of life. Whether the solution is for a child or an elderly person, our aim is to promote the individual's abilities and improve the caregiver's working conditions – through quality, functionality and design.

Etac is headquartered in Sweden and employs more than 1 200 people worldwide with sales in over 50 countries through own entities and distributors.

### Your role

Etac has strong growth ambitions for Patient handling & Bathroom aids in North America, and as our National Accounts Manager you will lead our efforts to maintain and expand relationships with long-term care groups, buying groups, and online sellers. You will represent Etac's product brands Molift, Immedia and Etac which together encompass a complete range of patient handling equipment and bathroom aids. You will report to the National Sales Manager, and your responsibilities will include:

- **Account planning and strategy:** Intimately understand the customer's business strategies and industry direction and generate long-term, agile, and customer-centric plans that align with the customer's and Etac's business priorities. Ensure mutual performance objectives, financial targets, and critical milestones, short and long term.
- **Customer relationship development:** Establish productive, professional relationships with key personnel and influencers in assigned customer accounts and build strategic partnerships. Ensure regular and annual customer business reviews.
- **New business opportunities:** Identify new sales opportunities and build business cases to support and present to Management as needed.
- **Forecast:** Accurately forecast and manage all enterprise opportunities within area of responsibility, and actively maintain product forecasts for designated accounts.
- **Sales growth:** Meet targets for profitable sales volume and strategic objectives. Conduct routine meetings with business leaders to review business/contracting strategies and results based on agreed upon KPIs.
- **Industry expertise:** Anticipate key business, marketplace and competitor dynamics and develop and implement strategies that ensure growth, mitigate risk and differentiate Etac from competitors within assigned customers. Share strategic insights and understanding of customer requirements within the company.
- **Internal relations:** Coordinate the involvement of company personnel, including support, service, and management resources to meet account performance objectives and customer expectations. Interface effectively with marketing, administrative, and logistical support to maximize customer satisfaction
- **Sales management support:** Assist National Sales Manager in all aspects of reporting, including sales reports, forecasts and budgeting.
- **Travel:** Extensive travel to meet customers, develop relationships, and close business.
- **Other:** Perform other duties and responsibilities as required, assigned, or requested.

### Required experience

- Four-year college degree from an accredited Institution.
- Minimum of 6 years of strategic sales experience in a business-to-business sales environment.
- Minimum of 2 years experience selling to corporate accounts.
- Proven track record working with multi-location accounts, purchasing groups, and online sellers.
- Proficiency in MS Office Suite (Word, Excel, and PowerPoint).

**Personal characteristics**

- Team player as well as a strong independent worker.
- Organized, professional, and able to interact with people at all levels of responsibility.
- Can manage multiple priorities and has worked in a fast-paced environment where multi-tasking is the norm.
- Has a value-added sales approach and ensures that value is being implemented and offered to each contact.
- Strong time management along with a highly developed attention to detail.
- Excellent follow-up skills not only with outside accounts, but with internal partners as well.

**What we can offer you**

An exciting role within our growing Patient handling & Bathroom aids team in North America where you will play a pivotal role in maintaining and expanding relationships with long-term care groups, buying groups, and online sellers. Insights into a unique and important industry and being part of a company that strives to optimise quality of life for the individual, family members and caregivers. International work environment where creative ambitions and drive are promoted.

**How to apply**

Please send your application (CV and letter) to: [patienthandling.us@etac.com](mailto:patienthandling.us@etac.com)