



Outdoor/Retail Account Manager

Exempt - Full Time - Remote

Who We Are

At Brist, our mission is to create an unrivaled merchandise experience that enables our partners to focus on what they do best.

We are unapologetically ourselves and believe in our ability to be the bridge between a brand and a rock star apparel program. In one week (or day) we'll speak to brewers, influencers, and outdoor enthusiasts but also with tech giants and major league sports teams.

We can tie our ties but we'll have a cold one around a bonfire while discussing our next best design. Staying true to self is what makes us different—we're the renegades who are running ahead of the pack with the secret sauce.

Core Values

1. Do It Together
2. Over Deliver
3. Lean Into Discomfort
4. Be Bold, Send It
5. Take Risks & Own It
6. Create Results

The Job

The Outdoor/Retail Account Manager's primary role is to maximize sales opportunities through the development and execution of a robust retention and growth sales strategy, promoting frequent customer engagement, strengthening customer relationships, and year-over-year increases with existing key accounts.

Consistently hitting, if not exceeding established sales goals and targets is an expectation of this position.

The Outdoor/Retail AM designs and executes merchandise lines that align with their customer's primary product. The Outdoor/Retail vertical can be highly complex due to retail requirements and a high attention to detail is pivotal for success.

The Outdoor/Retail AM is responsible for increasing Brist's market share in the outdoor industry by growing current accounts, fielding inbound leads, and through outbound sales. The goal for this role is to grow into a leader of the Sales team and ultimately manage a pod in the outdoor vertical.

Responsibilities

- Grow Brist's market share in the Outdoor Industry.
- Build out your Outdoor program and grow into leading your sales pod.
- Provide excellent customer service, facilitate customer requests and sales orders.
- Manage a fast paced workload while providing clear communication to your customers and teammates.
- Grow and retain your customer base through a strong relationship to ensure year over year growth.
- Develop and onboard key accounts.
- Own your sales performance, course correct when necessary, be highly accountable.
- Plan and execute customer focused presentations, strategies, quotations, and product reviews.
- Accurately forecast, analyze and track account performance to identify sales opportunities.
- Collaborate with our creative, product, supply chain, and production teams.
- Execute vendor manual requirements with attention to detail.
- Be highly responsive & assist with urgent requests or issue escalations in a timely manner.
- Generate sales opportunities, manage sales cycles through successful close of business.
- Implement a mindset of continuous improvement, create efficiencies and reduce waste and overprocessing, create SOP's.
- Up to 25% tradeshow and customer travel is required.

Experience and Qualifications

- Bachelor's Degree
- Minimum 3-4 years of sales and account management experience with a demonstrated track record of success
- Outdoor brand sales experience (independent rep, distribution and/or b to b)
- Experience in branding products or merchandise manufacturing
- Excellent communication, negotiation, and analytical skills
- Ability to develop high quality relationships based on trust and integrity
- Ability to effectively prioritize
- High attention to detail
- CRM and Google Suite experience
- Strong work ethic and ability to work remotely
- Positive attitude with an emphasis on solutions

- Trustworthy and accountable
- Flexibility. Willingness to adapt quickly to change
- Motivated to send it everyday
- Ability to effectively collaborate in a team

Benefits

- Paid Holidays
- Healthcare, Dental, Vision
- Simple IRA employer match
- Employee Assistance Program
- Generous annual Brist and other branded apparel and Merchandise Allowance

How to Apply

Email your resume and cover letter to human resources at liz.m@bristmfg.com