

TOMY International, Inc.

JOB DESCRIPTION

JOB TITLE: National Account Sales Manager
EFFECTIVE DATE: July 2017
LOCATION: Bentonville, AR
DEPARTMENT: Sales
REPORTS TO: SVP, Sales

OVERALL SUMMARY:

TOMY uses a collaborative selling process that embraces strong communication and teamwork between customer facing functional groups. The National Sales Manager serves as the business leader in this process and is responsible for delivering the annual financial plan. Our flat organizational structure forces decision making to managers closest to the issue at hand. We have a decided bias towards informed but rapid decision-making.

The National Sales Manager will work to develop and implement strategies for the sale of company Toy & Hobby as well as Ag/Auto products to Walmart as well as select distributors. This person will also assist the VP of Sales Walmart Baby, with the management of our baby portfolio of products with a timeline set for full transition. This person will work to develop and coordinate sales presentations, customer meetings, product distribution strategies and marketing programs to support growth plans assigned by management.

Position is based in Bentonville, AR office and requires approximately 20-25% travel.

EDUCATION:

- Bachelor's degree in Marketing/Business/or equivalent.

EXPERIENCE:

- Minimum 3 - 5+ years of increasing significant sales and leadership experience within the consumer package good industry
- Background in toys or baby products a must
- Experience working with Walmart a must
- Well versed in all aspects of day to day account management
- Outstanding analytical skills, creative and problem-solving skills
- Forward thinking sales manager with the ability to create strategy, drive decisions and take action
- Understanding of in-store merchandising including end-caps, feature areas, POP materials and plan-o-grams
- Strong communication skills (both written and verbal)
- Financial management understanding
- Competitive analysis and assessment
- Independent thinker
- Strong Excel and PowerPoint skills
- Proficiency in Office applications and Retail Link preferred.

PRIMARY RESPONSIBILITIES:

- Manage the day to day working relationship with multiple buyers across different departments within Walmart for Toy and Hobby and Ag/Auto products.
- Assist the VP of Sales Walmart Baby with the day to day management of baby business. A timeline will be established for full transition of this role to the National Sales Manager.

- Works with marketing teams to study and develop sales and marketing strategies to support sales to Walmart.
- Work with Walmart to secure ads, features and other promotions to help support the growth of TOMY products
- Ownership of account forecast with support from Business Analyst.
- Manager annual account spending budgets to ensure adequate ROI on all programs.
- Coordinates all major programs and listings within Walmart.
- Present all sales and marketing programs during annual line review process.
- Conducts long-range studies of changes within Walmart to understand future product strategies. Work with marketing teams to project long-range programs to meet these needs.
- Makes regular checks before and after sales calls to Walmart. Ensures that continuing contacts are made and that proper sales support is provided.
- Coordinates with marketing teams to develop appropriate product and merchandising support to help grow the Walmart business.

We offer a highly competitive salary and excellent benefit package in a fun and supportive environment.

If interested and qualified, please send a resume and cover letter with salary requirements to hr@tomy.com or fax to 563-875-5658.

DISCLAIMER: The preceding job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications of employees assigned to this classification.