



Riddell



## Job Summary

### Title

Key Accounts  
Manager

### Division

Easton Baseball  
and Softball

### Location

Van Nuys, CA

### Reports To

VP Sales, Baseball  
and Softball

## KEY ACCOUNTS MANAGER – BASEBALL AND SOFTBALL

We're Easton-Bell Sports... We make gear. Football Gear. Hockey Gear. Bike Gear. Snowboarding Gear. Baseball Gear. And we're growing.

Our sales organization needs to grow with us.

**Summary:** As a Key Accounts Manager, you will be assigned to certain accounts that are key to Easton-Bell Sports' baseball and softball sales success. The specific accounts will be determined based on candidates suggested. This is a salaried position and includes benefits and bonus potential

Below, you'll find the particulars, but **aggressiveness and creativity** is a must.

**Contact:** <https://home.eease.com/recruit/?id=467619>

No phone calls please. Secondary sources will not be considered for this position. Easton-Bell Sports is an Equal Employment Opportunity company.

### Responsibilities:

- Achieving targeted annual sales and profit goals for your assigned accounts.
- Developing creative sales programs to drive business forward within your assigned accounts.
- Work successfully with other departments (Customer Service, Credit, etc.) to manage the many day-to-day issues related to your assigned accounts
- Maintain detailed notes and records of account interaction and share them with other departments as warranted to help keep everyone on the same page and ensure successful execution.
- Assist product and marketing team in evaluating new products, setting prices, and establishing accurate sales forecasts.



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Requirements of position:

- Computer literate in Microsoft Word and Excel
- Strong analytical and strategic skills. Must be able to assess current state of the business, project future growth in detail, chart strategic course in conjunction with the supervisor, and successfully drive business to the finish line.
- Strong organizational skills. Must be able to multi-task successfully.
- Strong presentation, communication and interpersonal skills. Must develop and maintain excellent relationships with accounts and internal Easton-Bell departments. Account relationships, in particular, must be cordial and professional while strongly goal-oriented to constantly improve both our bottom line and the retailer's.
- Strong creativity skills – this is a must-have in difficult economic times when normal course-of-business just won't do.
- Willingness to work long hours and travel extensively (up to 50%)



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