

Job Title: Sales Account Manager – Automotive Aftermarket Parts

Company: Dust and Son Auto Supplies

Location: [City, State]

Reports To: Sales Director

Position Summary

The **Sales Account Manager** is responsible for managing and expanding customer relationships within an assigned territory. This individual will work closely with independent repair facilities, fleet customers, jobbers, and retail accounts to drive sales growth, promote Dust and Son's full product offering, and deliver outstanding customer support. The ideal candidate will bring a passion for the automotive industry, strong interpersonal skills, and a proven ability to exceed sales goals in a competitive marketplace.

Key Responsibilities

- **Account Management:** Develop, maintain, and strengthen relationships with existing customers to ensure satisfaction, loyalty, and long-term business growth.
 - **Sales Development:** Identify and pursue new sales opportunities within the assigned region to expand market share and achieve revenue objectives.
 - **Territory Management:** Conduct daily customer visits within the assigned territory.
 - **Product Expertise:** Maintain a deep understanding of Dust and Son's product lines, supplier programs, and competitive offerings to effectively position solutions.
 - **Customer Support:** Partner with internal teams—including store managers, counter associates, purchasing, and delivery—to ensure a seamless and responsive customer experience.
 - **Promotional Initiatives:** Coordinate with marketing and vendors to execute promotions, training events, and product demonstrations for customers.
 - **Reporting & Forecasting:** Track and report on key account activities, sales metrics, and market trends using CRM and company tools.
 - **Market Awareness:** Monitor competitor activity, pricing strategies, and market developments to identify opportunities and maintain a competitive edge.
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Qualifications

- **Education:** High School Diploma, or GED
- **Experience:**
 - Preferred 2–5 years of sales or account management experience in the **automotive aftermarket**, distribution, or related B2B industry.

- Demonstrated success meeting or exceeding sales goals.
 - **Skills & Competencies:**
 - Strong communication, negotiation, and presentation abilities.
 - Proven ability to develop and maintain productive customer relationships.
 - Proficient in CRM software and Microsoft Office Suite.
 - Highly organized, self-motivated, and capable of managing multiple priorities.
 - **Knowledge:**
 - Understanding of automotive parts, systems, and industry distribution channels.
 - Familiarity with key aftermarket brands
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