



# Corporate Account Manager

TRUSTED **VALUES**. INNOVATIVE **SOLUTIONS**. SHARED **GROWTH**®

**Location:** Chesterfield MO, Mt. Sterling, IL or Remote  
**Reports To:** Director of Drug & Mass

**Department:** Retail Sales

**Your Role:** This position will call on key customers in the Drug and Alternate segments. In addition to managing existing customers, this position will be responsible for establishing new business relationships with other key accounts. This position will also play a role in penetrating the broker organizations within these segments.

- Manages our self-distributing drug chains such as CVS and Walgreens
- Manages online retail customers such as Walmart.com and Jet.com
- Manages a network of independent DSD wholesalers that service CVS stores
- Penetrates all departments and management teams for each assigned account
- Educates BDM and Supplier partners on customer specifics and opportunities
- Applies lean thinking and tools to identify and eliminate waste in all areas of the position

## Role Specifics:

- *Travel* – Occasional overnight travel required (5-7 nights per month). Ability to independently travel as needed, without restriction, by all modes of transportation, including car, plane or train for customer/vendor calls, training or meetings.

## We Need You To Have:

- Bachelor's degree or comparable Dot experience
- Minimum of two years' successful experience in a Dot Foods outside sales position
- Demonstrated aptitude in computer skills including Microsoft Office suite
- Strong Organizational Skills
- Complex and Creative Problem Solving

## We'd Like You To Have:

- Experience doing presentations to large and small groups
- Time management skills
- Ability to impact and influence customers at the senior management level

## What Can Dot Offer You?

As a family-owned and -operated company for the past 55 years, Dot Foods has created a strong family culture within the business. As a vital part of that family unit, we want to ensure you feel included and respected for any differing ideas. We appreciate those opinions and count on them to make us successful. In addition to an inclusive working environment, we will provide you with:

- Competitive wages and bonus program
- Flexible work environment
- 401(k) and profit-sharing plan

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**Safety:** This position assumes responsibility for the workplace safety of self and co-workers, and for the safety conditions of the work locations, exercise and promotes safe behaviors and show unyielding support of programs, rules and policies regarding safety.

**EOE/AA Employer:** Dot believes all persons are entitled to equal employment opportunities. Dot will not discriminate against its employees or applicants for employment because of sex, race, color, religion, national origin, age, sexual orientation, disability, or veteran status or other basic classes protected by applicable federal or state law provided they are qualified for employment or for existing positions.