

# Account Manager

## Perishables Group

The **Perishables Group (PG)** is an independent consulting firm in the fresh food industry. We are the strategic resource partner for growers, shippers, suppliers, commodity boards and retailers. With our unique market insights and information, we help set new standards in the evolution of the produce, deli, meat, seafood and bakery industries. PG provides its clients with syndicated sales data, market research, advanced data analytics and marketing services to help them succeed in a consumer-driven marketplace. Our clients include top-tier national retailers and suppliers.

### Position Summary:

Great opportunity for a self-driven entrepreneurial person. This position offers direct exposure to senior level management, involvement in projects ranging from strategic to tactical and the opportunity to work with a diverse set of clients.

The primary responsibility is to manage, develop and retain key Perishables Group clients through needs analysis, project development, partnership, quality service and valued work-product delivery. The **Account Manager** assumes ownership of the Perishables Group account and all deliverables, including writing study reports with creative, interpretative insights. Account Managers also assist in the identification of business opportunities and develop presentations as well as targeted proposals that address client needs. They also facilitate the execution of projects through resource allocation and effective team management.

### Requirements

- Bachelor's Degree required; Masters Degree preferred.
- Five+ years professional experience.
- Project management, sales, and/or marketing experience.
- Strong proposal writing, sales, and/or marketing experience. Ideally the candidate would have prior years of experience working for an advertising, PR, marketing, or research firm.
- Strong leadership skills, e.g., ability to effectively lead a project team, and organize and motivate others to work on common goals.
- Excellent client/account management skills.
- Sound analytical, organizational, planning and problem-solving skills.
- Strong communication skills including presentation and writing aptitude.
- Effective time management skills, including working on multiple projects, simultaneously.
- Ability to work with minimal supervision.

**Desired**

- Retail perishables experience a plus.
- Advanced Excel experience (Pivot Tables) also a plus.

**Benefits:**

In addition to a competitive salary, we offer a comprehensive benefits package which includes medical, life, dental, flex plan, 401K plan, personal days off, and 11 paid holidays (which includes office closure between Christmas and New Year's)