

OEM ACCOUNT MANAGER



Columbus • Boston • Jacksonville • Greensboro • Memphis

Gardner, Inc. is the industry leader in channel management providing solutions that drive growth and profitability for clients and business partners.

Gardner, Inc. has been serving clients across the country for over 75 years as one of the largest family-owned and operated Outdoor Power Equipment and Commercial Parts Distributors in the nation. Gardner facilities are strategically located in; Ohio, Florida, Massachusetts, North Carolina and Tennessee. Totalling over 900,000 square feet; the warehouses contain over 165,000 active SKUs and are capable of processing over 6,000 orders per shift.

The OEM Account Manager will be responsible for establishing new OEM customers, grow existing business and develop strong relationships with our customers.

PRIMARY RESPONSIBILITIES:

- Strategically and tenaciously seek opportunities to grow Gardner's OEM customers engine business, along with achieving growth in the parts and accessory business
- Develops and executes assigned specific sales strategies and plans to maximize sales volume and profitability in accordance with FY OEM sales budgets
- Develops and executes multi-faceted customer relationship strategy to drive clear forecast / supply requirements
- Effectively builds trust with customer sourcing team, engineering team, marketing team, sales team, service team, and customer executive management. Leverages trust to learn of customer programs and win new Kohler engine placements.
- Must have a solid understanding of the Kohler engine product line and can articulate why a customer should buy Kohler Engines. Effectively communicates that message to customers
- Must acquire an understanding of customer needs and buying motives to connect Gardner supplied products to those needs. Effectively align Gardner's products and services to negotiate the best agreement.
- Understand the technical acumen to articulate how the Kohler engine works with customer products
- Must have a solid understanding of the customer's organization, marketplace, distribution, product line, and volumes
- Proactively and efficiently follow up on customer's requests and needs
- Effective at collecting and organizing the information on customer trends
- Work with Kohler engines support staff and Gardner's OEM team on various issues
- Attend trade shows, industry related events and meetings

MINIMUM REQUIREMENTS:

- Bachelor's Mechanical Engineering or equivalent technical degree
- Background in related engine industry or distribution
- At least 5+ years' experience selling in the OEM industry
- Excellent verbal and written communication skills
- Excellent organizational skills and attention to detail
- Proficient with Microsoft Office Suite or related software
- Must be able to travel up to 50% of the time, including overnight trips

BENEFITS:

We offer an excellent compensation package which includes unlimited commission plan. A company vehicle will be provided.
We offer a competitive benefits package, which includes product discounts!
We offer opportunities for growth!

For More Information About Becoming Part Of The Gardner Team:
HumanResources@Gardnerinc.com



www.gardnerinc.com

The Supplier Of Choice