



## Account Manager

Sales Team - FT

### Who We Are:

Saalt empowers people to care for their periods in a healthy and sustainable way. We do this by creating high-performance products and stigma-breaking branding that engage customers and communities, pioneering the way to bring sustainable, clean period care to the mainstream consumer. Saalt invests in women and communities across the globe through period care donations, and by funding scholarships and life skills training to change generations.

As a certified B Corp, we strive to be the change we seek in the world, conduct business knowing that people and planet matter and aspire to use business as a force for good to benefit all. We create modern reusable period care without the toxins, the chemicals, and the wrappers you throw away every month. We commit to do more with less, make deliberate choices about our bodies, and believe everyone should know what their cervix is.

Our growing team is based in beautiful Boise, Idaho. [www.saaltco.com](http://www.saaltco.com)

### The Challenge:

Saalt is looking for a full-time Account Manager to lead and grow current key accounts. Saalt brings periods out of the dark ages with stigma-breaking branding and an industry-leading product line that is pioneering the way to bring sustainable, clean period care to the mainstream consumer. As the Account Manager, you'll work directly with the Sales Director to make the Saalt brand ubiquitous in the sustainable period care industry. You will be developing growth strategies and roadmaps for various accounts, while working cross functionally with many different departments across the company.

### What You'll Do:

- Achieve sales, inventory and profit goals
- Develop strategic plans for retailers to revenue and profitability goals on monthly, quarterly and yearly basis
- Execute plans regarding distribution, merchandising, pricing, and product placement, including negotiating contracts and various programs with customers
- Onboard new accounts and products as needed to ensure a successful Saalt launch
- Build and maintain relationships with buyers for continued communication involving PO's, invoicing, replenishment, sales, and various account needs to secure ideal product placement and strong retail partnerships.
- Forecast at the account and product level as required, work collaboratively with our supply chain team
- Work closely with marketing, logistics, and finance to develop and implement SOP's for individual key accounts.
- Work to find opportunities to grow our partners market share and Saalt's market share within the appropriate categories.
- Report on sales, customer, market and industry trends.

- Travel as needed to various trade shows and buyer meetings

**What You'll Need to Succeed:**

**Technical:**

- Bachelor's Degree
- Minimum 3+ years experience in sales, management, key account management, or relevant experience
- Excellent interpersonal relationship skills
- Strong data analysis skills
- Proven negotiation and closing skills
- Ability to accurately forecast demand for sales and profit growth
- Process-driven, with ability to juggle multiple projects and meet tight deadlines
- Highly adaptable individual with ability to anticipate issues and take appropriate action
- Strong business acumen
- Diverse experience working with supporting departments including operations, marketing, ecommerce, product development and finance required
- Proficient in G- Suite and Microsoft Office

**Experience and Competencies:**

- Strong knowledge of the retail landscape -- Understanding the best retail accounts for Saalt, have hands-on retail experience, and a thorough understanding of the sales cycle.
- Big picture, little picture -- You have a strategic vision in conjunction with tactical planning. Develop short- and long-term plans with defined goals, roles, priorities, and timelines.
- Project Management — Work ethic, responsiveness, and results orientation matter in every role at Saalt. With everyone driving hard to achieve the company's goals, it is critical to have strong project planning skills.
- Collaboration — Work with sales and marketing team to brainstorm, plan and execute business development strategies to support launches and sales goals.
- Communication — Excellent verbal and written communication skills; must be a listener, a presenter, and a people-person
- Disruptor -- You are comfortable talking about menstruation and encourage others to begin the conversation

**Preference Given To:**

Sales experience in Grocery, CPG, or Apparel industry  
Proficient in Quick Books

**Compensation:**

Competitive salary, benefits, and profit-sharing.

**Perks:**

Flexible Work Schedule - Hours flex between 7 am-6 pm, M-F  
Team Events  
Casual Dress Code  
Flexible PTO  
Health Insurance  
Dental/Vision/Hearing/Life  
In-house Preschool  
Wellness Bucks

At Saalt, we immerse our team in an exceptional work environment with opportunities to learn and grow. You will be surrounded by colleagues who are committed to ensuring your success. If you are looking to make an impact on the world, Saalt is the place for you.