

## **Janome has a full-time opening at its Mahwah, NJ headquarters for a National Accounts Manager.**

Janome America, Inc. is a distributor of household and computerized sewing machines; a subsidiary of **Janome Sewing Machine Company**, Tokyo, Japan, who are one of the world's largest manufacturers of home sewing machines and leaders and innovators in the home sewing industry. The mission of Janome is to "design and build sewing machines for the home market, and because of their superior ease of use, excellent quality and reliability, give their users the ability to make the most of their creativity." So if you are looking for a company who is as unique and dynamic as you are, this is the place for you!

### **Summary of Position:**

The **National Accounts Manager (NAM)** is to Manage mass merchandiser business from initiating contact with prospective accounts to maintaining and growing existing business/accounts. The NAM will report directly to the Senior VP.

### **Essential Job Functions:**

- Up to 10% of travel can be expected.
- Work as company liaison with mass market buyers and directors
- Manage mass merchandising inventory reports.
- Work with all EDI functions
- Performance Management of Staff

### **Qualifications and Requirements:**

- Bachelor's degree or equivalent is preferred with a specialization in marketing desired.
- Minimum 3 years' experience in working directly with mass market buyers selling a tangible consumer product.
- Knowledge of corporate computer system and all Microsoft Office Software
- Prior Knowledge of EDI
- In-Depth understanding of sales performance metrics
- Solid experience in sales and customer service
- Possesses a proven track record for employee motivation as well as superior organizational skills
- Must possess a strong sale acumen
- Strong verbal and written skills
- The ability to quickly obtain knowledge about sewing and the sewing machine industry
- Comfort in an e-mail intensive environment
- Understanding of E-Commerce platforms
- Prior understanding of direct consumer sales a plus

### **Skills:**

- Ability to manage internal office staff
- Motivate staff and work with other departments to obtain company wide objectives.
- Detail-oriented
- Problem solving skills
- Identify problems, seek and implement solutions; ability to see big picture through small details
- Excellent delegation skills
- MS Office

### **Personal Characteristics:**

- Outgoing, Flexible, Trustworthy and Honest
- Self-Motivated as well as the ability to motivate personnel and customers
- Interacts with people in a positive manner

## JOB OPENING: **NATIONAL ACCOUNTS MANAGER**

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**JANOME**

**Job Type: Full-time**

**Schedule: Monday to Friday**

**Regular Hours of Operation: 8:30 am to 5:00 pm**

**Education: Bachelor's (Preferred)**

**Experience - Sewing/Sales: 5+ Years (Preferred)**

**Work Location: IN PERSON/10% National Travel**

**Salary: Negotiable**

**Benefits:**

**401(k) • Health insurance / Dental insurance / Vision insurance • Paid time off**

**The company offers an excellent benefits package including health insurance (medical, dental, vision), paid vacation, sick/personal days, 12 paid holidays, 401(k) plan and profit sharing- EOE**

Candidates responding to this posting must currently possess the eligibility to work in the US. Applicants to this posting are encouraged to submit a cover letter with their resume highlighting relevant skills and experience.

To apply, please submit your resume by e-mail at: [janomehr@janome-america.com](mailto:janomehr@janome-america.com)

or by fax at: **201-825-3612**

or by mail:

**Janome America, Inc.**

**Attn: HR Department**

**10 Industrial Avenue, Ste. 2**

**Mahwah, NJ 07430**