



385 Franklin Avenue, Suite C • Rockaway, NJ 07866 • Phone (973) 586-8500 • Fax (973) 586-8865 • <http://www.alsystems.com>

Account Manager – West Coast

About the position

AL Systems is a privately held company in Northern New Jersey, focused on optimizing our customers' distribution operations through the use of our Warehouse Control System (WCS) solutions.

For more than 30 years, AL Systems has provided clients with integrated supply chain software solutions that optimize the flow of merchandise through distribution centers. AL Systems' clients include name brand retail, wholesale, and e-commerce companies such as REI, Urban Outfitters, Gymboree, Armani Exchange, Simon & Schuster, Tiffany & Co., Talbots and The Men's Wearhouse.

Our solutions are used by clients in their order fulfillment operations to reduce labor costs, improve accuracy and eliminate bottlenecks. AL Systems helps clients quantify and measure the ROI for our systems, and has a track record of solutions that pay for themselves.

AL Systems is currently searching for a West Coast based Account Manager, able to articulate technology, product positioning, and ROI to distribution center and corporate management, using a consultative sales approach.

The Account Manager will be responsible for proactively prospecting, selling and maintaining relationships with customers to meet and exceed profitable sales and earnings objectives.

Responsibilities

- Responsible for working closely with marketing to generate and manage sales leads.
- Responsible for working with sales engineer to assess prospects' distribution center (DC) operations, and helping them build their vision and design an automated solution for optimizing DC operations, through the combination of improved process, workflow, and automation from AL Systems and our partners.
- Responsible for articulating how AL Systems' products and services will enable the prospect company's vision and design.
- Responsible for collecting prospect company current operations data and providing an analysis to show the expected return on their investment when implementing solutions from AL Systems in support of their DC vision and design.
- Responsible for development and delivery of product presentations, solution proposals, and ROI analyses
- Responsible for taking the lead role in sales meetings.
- Responsible for presenting the proposed solution to customers by visits, phone calls, internet conferencing /demos and at field events such as conferences, seminars, etc.
- Able to convey customer requirements to Product Management and Engineering teams.
- Able to travel throughout sales territory.
- Meet daily, weekly, and monthly performance goals.



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Experience

- A proven, successful track record in technology/software consultative sales is required.
- Previous work experience in the Warehouse Control System, Warehouse Management System, Material Handling Equipment, or Supply Chain solution space.
- Experience in a key role in defining the solution providing the best cost-benefit for the customer
- Must be able to establish and maintain strong relationships with customers and AL Systems' partners throughout and after the sales cycle.
- Minimum 5+ years' experience in business to business sales.
- Experience and familiarity with innovative technology-based products and industry best practices, in retail, wholesale and ecommerce distribution.

Skills

- A genuine desire to be an integral part of a fast growing technology company.
- The aspiration to earn a substantial 6 figure salary through new business generation.
- The mindset to set self apart from others through sacrifice and hard work.
- Must be self-motivated with a proven track record.
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base.
- Able to build strong relationships with customers, resulting in repeat business.
- Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches.
- Demonstrated ability to present and communicate well, both in person and in written materials.
- Driven and passionate self-starter, able to execute and deliver with minimal supervision.
- Proficient in all Microsoft Office tools
- Must be able to travel as needed, including travel to east coast for training and meetings.
- Mindset to live by and be measured by calls, leads, orders, closings, revenue, profit and number of customers.

Education

- Bachelor's Degree required. MBA and/or related business certifications preferred.
- Supply Chain education components are strongly preferred.
- Sales and Marketing education components are strongly preferred.

Compensation

Compensation will include a base salary plus commission, with strong emphasis on performance based commission. Position includes health, dental, and 401k benefits.

Please email your resume to mkushner@alsysinc.com