

Basics

Job Title	Key Accounts Manager – Golf
Reports To	Senior Director – Golf
FLSA Status	Exempt
Direct Reports	No

About Mizuno

Mizuno USA's roots trace back to its parent company, Mizuno Corporation. Mizuno Corporation was established in Osaka, Japan in 1906 by Rihachi Mizuno. Today, Mizuno USA is located in Peachtree Corners, GA and continues to manufacture and distribute high quality golf, baseball, softball, running, track & field, and volleyball equipment, along with apparel and footwear.

Since our founding, we have taken special pride and pleasure in being able to participate in the exciting world of sports and providing sports equipment of the highest quality. Each and every one of us is guided by the ideal of true sportsmanship. That was true over 100 years ago and is still true today. It is evident in our corporate philosophy which, simply stated, is "Contributing to society through the advancement of sporting goods and the promotion of sports."

Are you a competitor driven by overcoming extraordinary challenges? Are you motivated by being a critical team member? Do you aspire to join a brand that makes a difference in the communities we serve? Mizuno USA is seeking top performers like you carry on the legacy of one of the world's most iconic sporting goods brands.

Every Mizuno USA teammate is a champion of our Mission and commitment to one another and athletes everywhere as they strive for ultimate achievement at every level of competition.

Let us know if you're game-ready!

Summary

The Key Accounts Manager is responsible for driving sales, controlling sales expenses, and growing brand awareness and market share at the largest national chains and other key accounts. This role is responsible for achieving overall sales objectives.

Essential Duties and Responsibilities

The Key Accounts Manager will perform specific tasks like the following:

- Assist Senior Director of Golf and Director of Sales to develop and execute Channel/Account strategies and policies
- Develop and manage a comprehensive business plan for all accounts and markets
- Comprehensively manage Key Accounts (KA), including sales, service, customer support, and merchandising
- Coordinate budgets, forecasts, and reports under supervision of Senior Director of Golf
- Manage planning and execution of all customer co-ops in a timely and thorough manner

- Ensure the achievement of sales goals
- Collaborate with Senior Director of Golf to Manage sell-through of KA inventory
- Direct the implementation of corporate sales and marketing policies/procedures
- Coordinate KA marketing needs and requests with Senior Marketing Manager
- Collaborate with Brand Experience Manager to coordinate KA trainings and fitting events
- Anticipate and resolve channel conflicts
- Own the budget for KA-related expenses
- Communicate KA plans and expectations to Senior Director of Golf and Director of Sales
- Develop and send weekly bulletins and reports to Territory Sales Managers (TM) to support day-to-day account management in the field
- Extract and analyze data compiled in CRM system from TM field visits
- Utilize sell-through reporting to maximize fill-in requests within each account; disseminate monthly reports to Sales Management for their use in the field
- Identify, prioritize, and assign responsibility for nationwide market opportunities
- Establish new distribution when necessary to achieve short- and long-term goals
- Maintain up-to-date knowledge of product and other relevant skills
- Assist Senior Director of Golf on special projects, as required

Qualifications

- Five years' progressive sales experience in a business-to-business environment, preferably in the golf or sporting goods industry
- Bachelor's degree in a relevant discipline
- Excellent interpersonal skills, including high emotional intelligence
- Exceptional verbal and written communication skills
- Strong financial acumen and experience managing operating budgets
- Proactive and responsive attitude toward internal and external customers
- High proficiency in Windows & Microsoft Office 365 productivity software
- Solid working knowledge of JD Edwards or similar ERP system preferred
- Prior experience using IBM Notes platform a plus
- Ability to quickly acquire detailed knowledge of complete product catalog
- Impeccable personal integrity and business ethics
- Excellent conflict resolution skills
- Excellent organizational skills and attention to detail
- Current valid driver's license and ability to travel domestically up to 20% of the time
- Exceptional driving record and insurability under Mizuno's auto policy

Physical Demands/Essential Functions

- Some physical lifting and moderately strenuous exertion required for event setup and teardown
- Occasional periods of standing and walking during visits to customer locations
- Prolonged periods of sitting at a desk and working on a computer in an open office environment
- Up to 20% domestic travel

Work Environment

- Open office work environment with hybrid work from home option
- Overhead lighting and low to moderate noise levels
- Occasional visits to warehouses and retail locations
- Up to 20% domestic travel by automobile, airplane, or other transportation mode

Whenever possible, Mizuno USA, Inc. strives to promote from within if the skills and necessary qualifications meet the requirements for the position. Internal and external candidates will be considered for the position and the best candidate will be hired.

Mizuno USA, Inc. is an Equal Opportunity Employer: All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, disability, veteran status or other protected classification.

EOE M/F/D/V

Visit <https://www.careers-mizunousa.com/jobs> to apply, or send your resume and cover letter to mizunocareers@mizunousa.com and include the Job Title in the Subject line.