



ACCOUNT MANAGER - Denver, CO

Outch Ointment is looking for motivated and energetic individuals to join our sales team. The scope of work consists of 30 dedicated hours per week.

Outch Ointment is a Colorado-based brand that is passionate about pain relief. We are a fast-growing product company that combines CBD and Chinese herbs to create a powerful topical pain relief formula. We are looking to expand our sales team with individuals that share our passion and are eager to be a part of something from the ground up.

Experience/Education requirements:

1-3 years of experience in sales and client relationships. Preferred experience in account management.

Responsibilities:

- Work week consists of 30 hours per week
- Connect with people using telephone, email and networking
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual account analysis
- Attention to detail, strong organizational skills and an absolute focus on quality of work
- Providing support for clients by learning about and satisfying their needs
- Making cold calls or reaching out to prospects
- Following up with prospects several times throughout the sales cycle to ensure needs are being met
- Developing sales strategies and setting goals
- Staying current on company offerings and industry trends
- Maintaining a database of contact information
- Building long-lasting, mutually beneficial relationships with external contacts and internal departments to create a better customer experience

Qualifications/Skills:

- Strong written and verbal communication skills
- Team player who is fun, energetic and coachable
- A positive, self-starter attitude and desire to exceed expectations at every opportunity

Compensation:

This position is a salary plus commissioned position with opportunity for bonuses when sales goals are met.

Outch Ointment offers a collaborative company culture and a product allowance. Please send résumé and CV to info@outchointment.com