



Crown Laboratories, along with our affiliated companies, has a long-standing heritage in skin care, and we are passionate about providing consumers and clinicians with innovative solutions for the skin. As our mission states, we are committed to developing and providing a diverse portfolio of pharmaceutical and consumer products that improve the quality of life for our customers.

With consumer brands like Blue Lizard Australian Sunscreen, Vita Liberata, and more, we offer best-in-class sunscreens, self-tanning lotions, moisturizers, cleansers and oral care products. Our prescription products provide healthcare professionals with solutions for managing a variety of skin conditions. With the recent addition of Bellus Medical, we are now a leading innovator in aesthetics. We are excited about our future, as we grow to become an innovative leader in the dermatology, skin care, and aesthetics industries while enriching the lives we touch.

We are currently recruiting for an experienced Corporate Account Manager (CAM), who will be responsible for the maintenance and execution of sales plans for select consumer OTC accounts and brokers. The CAM will provide direct support for the VP Sales or colleagues responsible for National Accounts.

### **Main Accountabilities**

- Manage designated broker relationships including development/implementation of category strategy and promotional programs, account development, data reporting, daily business operations, budget forecasting, and broker performance
- Maintain/establish business relationships with designated Local/Regional/National Accounts. Increase business among these accounts and promote the organization's product portfolio to new clients to meet business objectives.
- Track Account Performance and Sales trends and actively participate in development of strategies and tactics related to sales.
- Be an expert in market and customer dynamics, trends, competition and brand strategies. Provide key insights from the trade, identifying new opportunities and threats as well as business opportunities.
- Lead contract negotiations with assigned accounts on new and renewal agreements. Monitor said agreements for compliance and performance and act as the key point of contact for the dissemination of information between accounts, sales and the company.
- Partner with internal and external stakeholders to ensure that integrated solutions to customer issues are delivered in a timely manner.
- Attend key conventions/ shows targeted at trade customers to actively represent and promote the Company and its products.
- Manage all aspects of account management, new item paperwork, account portal management and day-to-day activities for assigned book of business

### **Job Related Qualification/Skills**

Requires any combination of education and experience equivalent to a Bachelor's Degree in business related discipline, and minimum 3-5 years progressive Sales and Trade Marketing experience, preferably supporting over the counter skin care / dermatology related products, including key customer management experience. Must have strong consultative selling and contract/negotiation skills and the ability to identify opportunities and close business.

Must have strong verbal and written communication skills, including clear presentation of technical and analytical information to various management levels and external parties. Position requires strong interpersonal skills commensurate with the need to work closely with internal teams, marketing, field sales and others as well as external customers and vendors/consultants. A comprehensive knowledge of the customers and competitive landscape as well as a robust understanding of the OTC supply chain businesses is preferred.

NOTE: This job profile is intended to provide an overview of expected job duties and requirements. It is not intended to be a contract of employment, explicit or implicit. All contents are subject to change at the sole discretion of the company. Cooperation is expected of all employees. Other duties may be assigned as needed.

We offer a competitive benefits package including vacation, medical, dental, vision, short/long term disability and 401(k) w/match.

*an Equal Opportunity Employer*

To apply click [HERE](#).

For other career opportunities, please visit our careers page:

<https://www.crownlaboratories.com/employment-opportunities/>

To learn more about our company and our brands, please visit our websites:

[www.crownlaboratories.com](http://www.crownlaboratories.com)

[www.bluelizard.net](http://www.bluelizard.net)

[www.vitaliberata.com](http://www.vitaliberata.com)

[www.nkdskn.com](http://www.nkdskn.com)

[www.bellusmedical.com](http://www.bellusmedical.com)