



Specialty Accounts Sales Manager

Please read the entire job description. Goliath is one of the fastest growing toy companies in America. Our top-selling products include Pop the Pig, Sequence, and Let's Go Fishin'. We are a global company with offices in 12 countries. We are looking for an exceptional individual that will help take us to the next level. Our office consists of a small, tightly-knit team based in Plano, Texas, that is totally focused on delivering giggles, laughs, and great family fun.

Qualities Absolutely Required:

- Extreme organizational skills and attention to detail – seriously, this is KEY
- Excellent customer service skills
- Ability to work independently with limited supervision
- Exceptional written and verbal communication skills
- Ability to prioritize and manage multiple projects simultaneously
- A “can do” attitude – as we mentioned, we’re a small company growing quickly so we do whatever it takes to get the job done
- Being AWESOME is required!

Job Responsibilities include:

- Call on retail specialty accounts in the United States
- Manage effort of independent rep agencies on Goliath's behalf
- Break into or expand our presence in many categories such as games, puzzles, sporting goods, activities, and crafts
- Work with our customers strategically to select correct items and help them put together a line that will maximize their success
- Work with our reps on accounts they cover as well as working with house accounts directly (daily phone calls required)
- Work with multiple people in your accounts in addition to the buyer
- It is our expectation that you don't have experience selling to every channel on this list because we will train you
- Air travel/overnight travel estimate: 25%

Qualifications include:

- A college degree is preferred but not required. We are equally as likely to hire an MBA, a stay-at-home mom re-entering the workforce, or someone who has only been in the industry for a few years. The perfect candidate will be judged on results, not degrees or sales reports created.
- Retail sales experience. If you don't know what an end cap is, this job isn't for you
- Need to be strong in excel, PowerPoint and Word

What it's like to work here:

- We share a strong work ethic and desire for team accomplishment.
- We realize that everyone has families and try to accommodate needs whenever possible, but this is more than your standard “clock-in and clock-out” job.
- On days in August when we have blizzards in Plano everyone wears ties, otherwise we are casual.
- We usually don't turn off our “work brains” when we leave the office and occasionally there is the need to follow up on something after hours.

Benefits and the Fine Print:

- We are an equal opportunity employment company.
- We offer health insurance, a company-match 401k program, and a paid holiday and vacation program.
- This full-time job is based in our Plano office at W. Plano Parkway and Coit Road - telecommuting is not an option.
- The ability to lift up to 30 lbs. is required.

3701 W Plano Parkway, Suite 100 Plano, TX 75075 USA 214-295-2953

Interested? Send us your resume with a “Goliath specific” cover letter explaining why you are the perfect candidate for this job and include your salary requirements. Please send the letter to hire@goliathgames.com and put the job your are applying for in the subject field.

Absolutely NO PHONE CALLS, WALK-INS, or RECRUITING AGENCIES!