



Account Manager, Juvenile Consumer Products

About the Job

Established in 1999, Trebco Specialty Products is a leading juvenile products company marketing and selling the award winning WubbaNub brand. They are unlike any pacifier in the market – easy to grasp, impossible to lose, and instantly comforting and trusted by families. It is baby’s beloved toy and very first friend and as such has unlimited growth potential. It’s no accident that babies and parents love their WubbaNubs. With more than 10 million WubbaNubs sold, the brand has become trusted, adored and relied upon by millions of parents. WubbaNubs are baby tested and hospital approved. WubbaNub pacifiers were quickly adopted by hospital neonatal intensive care nurses to soothe newborn babies nationwide. Their glowing testimonials continue to build the brand’s trustworthy reputation while introducing new parents to the WubbaNub brand.

Trebco Specialty Products is headquartered in Milford, CT and is seeking a motivated, results-oriented Account Manager to expand distribution and help grow our market share. We are a small and healthy juvenile products company. If you are looking for an opportunity to make an impact on a high growth potential and entrepreneurial company in the Juvenile products industry, this is an excellent opportunity for a dynamic professional with mid-level experience to join a great team, advance your career and be part of building the company for the future.

Position Summary:

This position will require experience in the juvenile/consumer product space. The Account Manager will manage our growing mass-market channel, our specialty business, as well as manage relationships with outside sales reps. This role supports the Director of Sales. The ideal candidate will be resourceful and thrives in an entrepreneurial environment. The goal of this position is to grow key customers and expand distribution across key channels and retail outlets.



Responsibilities and Duties:

- Develop and grow relationships across key decision-makers at key retailers to grow WubbaNub's presence across channels
- Work closely with brokers, distributors, and external business partners to develop mutually beneficial short & long term strategies by account and channel
- Collaborate with the Sales Director to build and execute our sales strategy to encourage market share growth & household penetration
- Collaborate with internal WubbaNub product, operations, and marketing teams to facilitate retail initiatives
- Manage collateral & assets the sales organization needs for successful outreach such as catalog, 1-pagers & sales presentations
- Provide key inputs for account-specific demand planning
- Onboarding of new accounts across channels
- Internal & external sales analysis to identify opportunities
- Administration of quote uploads, item set up, digital product maintenance, co-op marketing agreements, samples fulfillment
- Work closely with the team to ensure all new item launches and initiatives are executed across accounts and channels
- Coordination of tradeshow and/or attendance

Qualifications and Required Skills

- 3-5 years of Sales, Category Management, or Account Management background in baby/infant/toy category or consumer products in mass-market environment preferred.
- Experience with licensed and private label a plus
- Experience with mass retailer portals preferred
- Proven success in achieving aggressive sales goals
- Experience managing multiple rep/distributor group networks
- Experience optimizing performance and managing third-party merchandising groups
- Deep understanding of the landscape for national accounts, brokers, distributors, etc.
- Experience scaling a brand and pioneering retail sales a huge plus
- Ability to travel when necessary

Compensation & Benefits

- Competitive annual base salary based on proven experience
- Annual performance bonus
- Competitive medical / 401K package
- Vacation and Holidays

Apply and build your career with Trebco Specialty Products!

Industry

Consumer Products



Juvenile Products

Employment Type

Full-time

Job Functions

Sales

Account Management

Category Management