



**Position:** Account Executive      **Territory:** Northern Texas

**Reports To:** Central Regional Manager

**Job Summary:** The Account Executive (AE) is directly responsible for the revenue (bicycles and gear) generation in his/her territory. It is the primary responsibility of the AE to grow the market share of the Giant brand (consistent with company goals) in every major and micro market and make sure Giant is represented in a positive and professional image in the IBD channel of distribution. The Account Executive will determine all facets of the distribution within their territory and make changes to that distribution as needed.

**Job Responsibilities:**

- Maximize bicycle and GEAR penetration by market and retailer (market share)
- Generate revenue from sales potential within your territory through simple, but thorough, product and program presentations for bicycles and GEAR using samples where necessary
- Maximize model penetration within dealers
- Cooperate with your inside sales partner to accomplish goals
- Maintain up-to-date knowledge of Giant Bicycle products, programs, competition (product and programs)
- Understand the markets within your territory (A,B,C – outlets and brands)
- Understand the company goals and objectives
- Recruit, service, and retain dealers in Giants Retail Development Program
- Monitor aging reports (A/R) for territory and take an active role in collection when necessary
- Process warranty claims and credits to insure timely issuance of credit memos, monitor program to avoid abuse.
- Project a positive, professional image of Giant Bicycle Inc.
- Secure participation, install and monitor Giant marketing materials in each store
- Implement and execute national product strategy and regional tactics
- Participate in training and development programs by Giant and major retail events of your customers
- Deliver the required amount of product and training clinics to your dealers and their staff
- Complete call reports and travel schedules accurately and in a timely manner; keep regional manager and headquarters staff advised of changing market conditions, trends, new competitive product/pricing
- Attend and participate as required in company and team meetings
- Have fun and enjoy your job.

**Job Qualifications:**

- 4-yr degree (B.A./B.S.) or 2-yr with experience
- High level of organizational skills, integrity, honesty, work ethic
- Be results oriented always in everything we do – all of our actions should support an immediate and profitable result.
- High level of self-motivation, self discipline and dedication to the job – can work independently
- Like to travel, must have own vehicle

- Good business judgment – able to make consistent, logical, and practical decisions on behalf of Giant Bicycle Inc.
- Good innovative and cost effective (efficient) problem solving skills
- Good written and oral communication skills
- Flexible and willing to accept and adapt to change
- Proficient in Microsoft Office tools and general computer skills

Please submit your cover letter and resume to: [HR@giantbicycle.com](mailto:HR@giantbicycle.com).

**NO PHONE CALLS PLEASE!**