



VerticalXchange (VX) is revolutionizing the way executives do business by providing a refreshing alternative to traditional tradeshows, conferences, and the standard sales call. By using our unique business model, we ensure that the right top-level decision makers within the world's largest companies meet in a focused environment to create long-term, strategic business relationships.

We are seeking a **National Accounts Manager** to sell into the “senior level suite” of F500 companies within the Food & Beverage Processor or Food Ingredient Supplier industry. The position will require working your way through the corporate hierarchy to reach the senior suite, then to be able to make a compelling case using your intelligence and relying heavily on your ability to articulate a complicated concept. This will require developed skills in both phone and in-person selling.

We anticipate travel to be at least 50% of the time to meet with clients. Being able to quickly grasp and then communicate concepts is also a vital skill. As part of the job interview you will be asked to provide demonstrable success with senior level executives within F500 firms.

Minimum Requirements:

- Proven 3 years sales record with a Food & Beverage Processor or Food Ingredient Supplier
- Ability to sell concepts
- College graduate
- Ability to demonstrate intelligence through articulation
- Strategic thinker
- Self motivated
- Excellent communication skills
- 7-10 years sales experience
- Willingness to travel
- Team player
- Passionate

Benefits:

- Competitive Base Salary + Commission DOQ
- Full Health and Dental Coverage
- IRA
- Disability
- Vacation Package
- Rapid Growth Opportunities

To submit your resume, email [dmeyer@verticalxchange.com](mailto:dmeyer@verticalxchange.com) or visit us at <http://www.verticalxchange.com/verticalxchange/employment.po>