

Key Account Representative

Date posted: August 26, 2025

Pay: From \$76,000.00 per year

Job description:

Santoki, LLC is the exclusive U.S. distributor of LEGO® LED Lights and LEGO® Stationery, bringing creativity, innovation, and play to everyday life. We're seeking a strategic, relationship-focused Key Account Representative to manage and grow our most valuable retail partnerships.

If you excel at nurturing high-impact relationships, thrive in a fast-paced environment, and want to work with globally recognized brands, this is your chance to make a lasting impact.

What You'll Do:

Strengthen & Grow Strategic Accounts

- Serve as the primary point of contact for key retail partners, ensuring exceptional service and support.
- Deepen relationships with existing accounts to drive long-term growth and loyalty.
- Identify expansion opportunities within current accounts and introduce new product lines.
- Find and onboard new accounts within your channel of business.

Lead Account Strategy & Execution

- Develop customized account plans aligned with business goals and customer needs.
- Conduct regular business reviews and performance analysis with key stakeholders.
- Negotiate pricing, promotions, and contracts with professionalism and precision.

Drive Revenue & Performance

- Meet and exceed monthly and annual sales targets through strategic account management.
- Monitor sell-through, inventory levels, and merchandising execution to optimize results.
- Forecast sales and provide actionable insights to leadership.

Collaborate Cross-Functionally

- Work closely with finance, logistics, and customer service to ensure flawless execution.

- Provide feedback to leadership to enhance offerings and campaigns.
- Represent Santoki at trade shows and industry events to strengthen brand presence.

What We're Looking For:

- Proven success managing brick and mortar key accounts in B2B sales, ideally in consumer goods.
- Exceptional communication, negotiation, and relationship-building skills.
- Strategic thinker with strong analytical and problem-solving abilities.
- Highly organized, detail-oriented, and proactive in managing multiple priorities.
- Proficient in Microsoft Office (Excel, PowerPoint, Word).
- Bachelor's degree in Business or related field preferred.
- Willingness to travel occasionally (approx. 10%).
- Reports directly to the VP of Sales.

Perks & Benefits:

- Competitive base salary + uncapped commission
- Health, dental, and vision insurance
- Paid time off
- Employee discounts on LEGO® licensed products
- Opportunity to work with globally loved brands
- Supportive, collaborative team culture

Industry:

- Wholesale

Job Type: Full-time**Benefits:**

- Dental insurance
- Health insurance
- Paid time off
- Retirement plan
- Vision insurance

Work Location: In person