



Key Account Manager

About the Role:

Here We Grow Again! Morrall Companies is seeking a Key Account Manager to work from our Morrall, OH location. The selected candidate will be responsible for helping Morrall Companies, LLC grow our market presence by cultivating strong partnerships with our customers. In this high-profile role, you will have a great understanding of how to deliver services, products, and new technologies that bring value to customers. You will build and maintain relationships with key accounts, drive increased sales, coordinate with the sales team and logistics, partner with accounting and advise production. This role requires an extremely positive person, capable of relating to individuals at all levels. As unique situations present themselves you will be sensitive to customer needs, corporate goals, team development and public image.

- You will be happy to work the hours of 7:00am – 4:00pm (Monday – Friday) and have reliable transportation to and from work.
- You have three – five years of relevant key account/customer service experience with a proven track record of success.
- You will interface with morral sales team, logistics, accounting, and production to meet or exceed customer satisfaction.
- You will demonstrate commitment to professional and ethical standards including sound judgment and strong problem-solving ability.
- You possess the ability to proactively execute multiple projects, while staying organized and committed to manufacturing and customer deadlines.
- You will demonstrate strong customer service skills and a positive attitude.
- You will exhibit strong communication skills, both verbal and written.
- You will demonstrate accurate data entry ability without constant oversight.
- You are proficient in Microsoft Office and Google Docs.

About the Team:

Morrall Companies has an exceptional office staff that goes above and beyond for every customer. This team works hard to ensure each customer is satisfied, partners with suppliers, and maintains strong relationships with our vendors. Each member of the team wears many hats within their job responsibilities. Team members are cross-functional between departments and are flexible to customer needs.

About the Company:

Morrall Companies, an independently owned LLC., was founded in 1963 as a family business serving the local farm community. Since that time, our organization has grown into several business groups that offer solutions to every need. In addition to retail operations serving our country's farmers, Morrall Companies offers manufacturing, packaging, and wholesale distribution of a wide range of agriculture products, and beyond. Today, Morrall is one of the country's largest formulators and manufactures of liquid fertilizer serving farmers and professionals in the agricultural and lawn/garden industries. Additionally, we formulate and package a wide variety of liquid and dry products. We take pride in our knowledge of the products we manufacture, package, and distribute, as well as our ability to provide our customers with the highest levels of service. Our products reach retail, wholesale, professional, and industrial markets and can be found anywhere from local fertilizer dealer's warehouse to the shelves of national and international retailers.



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What you will enjoy:

We have a remarkably talented workforce that we value above all else. We are fully invested in our growing workforce and it is important to us that we offer a competitive benefits package. We provide our employees hands-on training, compensation based upon your individual contribution, as well as company success, and unlimited support as you continue to grow in your role. We appreciate our current team members, as we recognize they are an essential part of our growing business. Morral Companies offers a full range of employer paid or partially paid benefits including:

- Excellent Compensation
- Health Insurance
- Dental Insurance
- Vision Insurance
- Long-term Disability
- Short-term Disability
- Accidental Death or Dismemberment
- Basic Life Insurance
- Supplemental Life Insurance
- 401K/Roth Plan
- 401K Match
- Confidential Employee Assistance Program

Additional benefits you will enjoy including:

- Paid Vacation
- Paid Holidays
- Teladoc Services
- Wellness Program/Medical Deductions

Morral Companies, LLC. Provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.