



## Senior Account Manager

Location: Mountainside, NJ  
Job Type: Full-Time  
Salary: Competitive, based on experience  
Environment: Collaborative, team-focused  
Work Location: In person

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### About DCC

At DCC, our culture is the foundation of everything we do. We are more than an end-to-end print and packaging provider — we are a team of passionate professionals committed to delivering excellence through collaboration, adaptability, and continuous growth. Every project we take on reflects our dedication to quality, innovation, and client satisfaction.

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### Position Overview

We're seeking an experienced Senior Account Manager to support the Sales department as the primary point of contact for assigned clients. This role is critical to day-to-day operations and collaborates closely with internal teams to ensure clients' expectations are met and exceeded.

The ideal candidate is proactive, solution-oriented, and thrives in a fast-paced, collaborative environment where excellence is expected and celebrated.

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### Key Responsibilities

- Serve as the lead point of contact for all customer account management matters.
- Build and maintain strong, long-lasting client relationships.
- Develop trusted advisor relationships with key accounts, customer stakeholders, and executive sponsors.
- Ensure timely and successful delivery solutions aligned with client needs and objectives.
- Develop new business with existing clients and/or identify areas of improvement to meet sales quotas.
- Forecast and track key account metrics, including quarterly sales results and annual projections.
- Generate quotes through estimating department and break out estimates as requested by clients. Review, mark-up, and edit quotes to ensure accuracy.

- Process all required documentation for order entry and review project details with Project Planners.
  - Resolve questions and concerns from clients and Project Planners.
  - Support client approval process, both on-site and at remote sites, as needed.
  - Coordinate billing activities between Project Planners, Sales, and Accounting to ensure timely and accurate invoicing.
  - Keep senior management involved and informed on all major accounts.
  - Stay current on latest industry, print, packaging, and marketing trends.
  - Collaborate cross-divisionally with all areas of DCC to increase companywide revenue within the account.
  - Recommend best practices to clients to promote more efficiency on their end.
  - Adhere to DCC's quality and environmental policies, procedures, goals, and objectives, and comply with all safety and work rules when performing duties.
  - Complete and maintain all required checklists, paperwork, records, documents, etc., and maintain departmental housekeeping standards.
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### **Requirements**

- Proven experience as an Account Manager, Key Account Manager, Sales Account Manager, or similar role.
  - Ability to communicate, present, and influence at all levels of an organization.
  - Proficiency in Microsoft Office, especially Excel, and Google Workspace.
  - Strong ability to manage multiple accounts simultaneously with attention to detail.
  - Excellent listening, negotiation, and presentation abilities.
  - Strong verbal and written communication skills.
  - Bachelor's degree in business administration, sales, or relevant field preferred.
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### **Why Join DCC**

- Competitive compensation and benefits package.
  - Collaborative and supportive team culture.
  - Opportunities for professional growth and development.
  - Work with a company that values quality, innovation, and client success.
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If you're a detail-oriented professional who thrives in a collaborative environment and takes pride in delivering high-quality print work, we'd love to hear from you.

Apply today and become part of a team where craftsmanship, quality, and teamwork drive everything we do.

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**Benefits:**

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Referral program
- Retirement plan
- Vision insurance

DCC is an equal opportunity employer and encourages applications from all qualified individuals. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status. We thank all applicants for their interest; however, only those selected for an interview will be contacted.

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Apply today: email your resume to [recruiting@dccppg.com](mailto:recruiting@dccppg.com)