

# myca: material handling

<b>Position Title:</b>	<b>Fleet – Account Analyst</b>
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## **COMPANY SUMMARY:**

MYCA: Material Handling was named the 14th fastest growing Woman Business Entity in the U.S. by American Express and Women's Presidents Organization. MYCA is a leading disruptive innovator in technology solutions, uniquely set apart by providing customers with complete cost transparency and data visibility. MYCA: Material Handling is experiencing significant organic growth and is in search of new team members to further our growth."

## **POSITION SUMMARY:**

The MHE (Material Handling Equipment) Account Analyst will learn how to effectively oversee easy to complex projects for major manufacturers utilizing various management strategies to reduce our customer's overall costs. This position will lead to an MHE Account Manager position, handling Fortune 100 -1000 manufacturers and corporations, directly interfacing with key supply chain partners and customers' internal corporate supply chain management team.

The selected candidate for this position will ideally move into managing customer accounts within six months to a year, largely dependent upon on the individual demonstrating initiative and job competencies.

Account Managers are a direct link into our respective customers to ensure our supply strategies have a positive impact and alignment with our customers' business goals and objectives. Due to the highly visible nature of this position, the effectiveness of this position is readily apparent to the bottom line profit of customers.

## **PRINCIPAL RESPONSIBILITIES:**

MYCA Account Managers represent our customers, working on their behalf in managing critical spend categories. The purpose of the Account Manager is to improve our customer's cost structure by establishing sourcing strategies that meet our customers' business needs, provide the best market cost and competitive advantage over their competition while ensuring a continuous supply to the company that meets or exceeds expectations. Account Managers are responsible for understanding customer needs and converting those needs into effective supply chain strategies with key suppliers, translating knowledge into opportunities. Opportunities could be reducing costs, improving technology, improving processes, increasing quality, increasing utilization, increasing dependability of demand, or providing more value-added services. Various aspects of the Account Management role include:

- Demonstrating competency of MYCA's proprietary fleet management software
- Managing performance expectations with suppliers
- Developing and implementing sourcing strategies that match business needs with supplier strengths
- Developing and maintaining fair supplier agreements to effectively manage area of spend
- Achieving cost reduction targets per budgeted plan and performance management objectives
- Continuously seeking identification of external and internal improvement opportunities Establishing and maintaining effective internal and external customer relationships
- Leading internal, supplier, and cross-functional teams on optimization projects
- Maintaining accurate data and information within MYCA's proprietary fleet management system
- Representing MYCA and our customers in a polished and professional manner

### **Required skills:**

- Must have advanced knowledge of Microsoft Word, Excel, Outlook and Access.
- Ability to multi-task, work in demanding situations, work independently, utilize discretionary judgment, and be a pro-active team player.
- Strong interpersonal skills required, including a focus on problem solving, listening objectively, and contributing to maintaining a positive team spirit.
- Strong oral and written communication skills

### **Education:**

- Bachelor's degree in Business, Statistics, Math, Economics or related field, equivalent training, education and experience