

Marketing Excellence Inc.



Account Executive: Promotional Products

Job description

The Account Executive for Promotional Products will seek and develop new business within all our market segments. The Account Executive will have a complete product offering for our clients to provide gifts and awards to their employees, provide giveaways at tradeshow and events, gifts for their customers, and much much more. As a value added distributor, Marketing Excellence Inc is able to source, customize, and personalize any product from office products to you-name-it. If it requires our client company's logo, image or message, we can do it.

The Account Executive will seek to develop new business in all our market segments. You will target new accounts and possibly manage them post sales to develop repeat business and long-term customer relationships.

This Position is available nation-wide.

Qualifications

The Account Executive must have:

- detailed and service oriented
- excellent presentation and communication skills
- professional appearance
- self-motivated to seek new business and build relationships
- willing to conduct cold calls in a professional manner and follow-up
- ability to utilize a solution selling approach
- excellent negotiation skills

Compensation

This is a pay-for-performance position with high earnings potential. We offer well above industry standard commission and performance bonuses.

To apply for this position and to obtain further information, please forward your resume in strict confidence to hr@marketing4excellence.com