

Senior Account Executive

Location: Remote

Job Type: Full-Time

Job Summary

ProExhibits is seeking a **Senior Account Executive** to drive new business growth and expand our client portfolio. This high-impact role focuses on identifying, engaging, and converting high-value prospects into long-term clients. As a key revenue driver, you will collaborate closely with marketing on prospecting strategies, lead generation, and pipeline management.

This is a **hunter role**—ideal for a motivated sales professional who excels at winning new business and driving revenue.

Key Responsibilities

- Sell the full suite of **ProExhibits** products, services, and experiences.
- Identify and engage high-value prospects in trade shows and face-to-face marketing activities.
- Build and manage a robust **pipeline**, leveraging prospecting techniques to convert leads.
- Use **social media, email campaigns, cold calling, and in-person engagement** to generate opportunities.
- Maximize the **sales tech stack** for efficient prospecting and outreach.
- Partner with **marketing** to leverage value propositions and high-impact content.
- Drive **revenue and profitability** through strong win rates and high average deal sizes.
- Develop **land-and-expand** strategies to grow newly acquired accounts over 12 months.
- Maintain strong **forecasting, pricing strategy, and closing skills** to exceed sales targets.

What We're Looking For

- **5+ years of B2B sales experience**, preferably in the custom trade show industry.
- Proven ability to **hunt, close deals, and drive net new revenue**.
- Self-motivated and comfortable with **independent work and daily self-direction**.
- Willingness to master B2B sales in the trade show industry.
- Familiarity with **CRM platforms and prospecting tools**.
- Strong pipeline management skills, with a focus on lead conversion and high win rates.

- Ability to **sell to enterprise accounts** and develop strategic business discussions.
- Highly **collaborative**, with strong communication skills for internal and client-facing interactions.
- Willingness to travel up to **10%** as needed.

Why Join ProExhibits?

- Competitive compensation with **uncapped earning potential**.
- Comprehensive benefits package, including:
 - **Medical, Dental, and Vision Insurance**
- A dynamic, fast-paced environment where **your work directly impacts company growth**.
- Opportunity to work with some of the **biggest brands in the industry**.

Please send resume to recruiter@proexhibits.com