

Account Executives

The Position

We are looking for people that have a desire and passion for sales and want to jump start their career. Recent college grad? Hungry to learn? Perfect. We will train you so you have the tools to succeed and let your natural enthusiasm take you to the next level. Did you know that 40% of the Fortune 500 Company CEO's come from sales backgrounds? You will be responsible for identifying and qualifying leads, booking meetings, creating opportunities and closing business with our strong team to support you along the way.

Responsibilities

- Follow up on inbound leads while also making outbound calls and emails to qualify prospects.
- Develop highly scalable sales skills and a knowledge of the ProExhibits product offering and market.
- Develop a strong pipeline while ensuring company revenue objectives are met.
- Take ownership of all accounts (both self-derived and assigned) and drive the overall sales strategy.
- Manage internal and external stakeholders throughout the sales process and ensure the delivery of a winning proposal.
- Work closely with the design and estimating team throughout the design and cost estimating process in order to drive the proposal to sign off.
- Establish and maintain excellent relationships with clients.
- Ensure client expectations are in alignment with all aspects of the opportunity (price, timelines, deliverables, etc.).
- Attend relevant trade shows, functions and networking sessions to generate new sales opportunities.
- Enter all contacts and opportunities into Salesforce and update the activity.
- Achieve sales targets

Qualifications

- Bachelor's degree required.
- Thrive on hunting for new business opportunities and building a sales pipeline.
- Highly competitive, achievement oriented, motivated and driven to exceed goals.
- Have high energy, enthusiasm, positive attitude, and a tenacity to succeed.
- Possess strong communications and interpersonal skills, with an engaging personality.
- Positive and energetic phone skills, excellent listening ability.
- Flourish in a dynamic fast paced, collaborative team environment.

Compensation & Benefits

- Competitive Salary and Commission Plan
- Medical, Dental and Vision Insurance
- 401K Plan
- Paid PTO Program
- Onsite gym and recreation room
- Growth opportunities

Please submit your resume to AERecruiter@ProExhibits.com to be considered for this role.

