

Progressive Promotions is a promotional merchandise agency that helps companies strategically achieve their marketing objectives, build brands, and drive sales by designing creative promotional merchandise programs. Some of our Fortune 500 clients include American Express, Avis Budget Group, Ogilvy, PVH, and Baxter. We are a fast-paced, creative agency that is looking for smart, talented and creative people passionate about branding, delivering exceptional customer experience and building long term client relationships.

We are seeking an Account Executive who will be responsible for the full sales cycle in closing new and incremental business with corporate accounts. You will be responsible for generating revenue by acquiring new customers and growing them through designing and delivering promotional merchandise and programs.

Responsibilities

Achieve monthly, quarterly and annual sales and margin goals.

Create new logo account opportunities through successful lead generation including, networking, prospecting, social selling and account based marketing.

Develop and manage pipeline and accurate reporting on sales activities and projected forecasts within CRM in order to hit revenue targets.

Understand and effectively deliver Progressive Promotions' value proposition to targeted accounts.

Understand your clients' marketing objectives, organizational structures and business environments in order to develop and deliver effective promotional merchandise programs.

Develop individual sales plans for key accounts to leverage existing business relationships and develop all potential sales opportunities within account.

Work alongside marketing to develop and execute Account Based Selling campaigns to targeted accounts.

Provide brand guidance and work with product merchandising to create merchandise ideation and presentations for accounts.

The Ideal Candidate has:

At least 5 years of B2B sales experience or business development ideally in promotional merchandise and a consultative sales process.

A hunter mentality with proven track record of business development success.

An entrepreneurial mindset with the ability to thrive in a fast-paced, high-energy work environment.

Experience in agency account management, marketing, PR or promotional products is a definite plus.

A high level of curiosity, creativity and is coachable.

A strong business acumen and the ability to respond positively and strategically to challenges or objections.

Outstanding research, communication, negotiation and presentation skills.

Strong creative thinking skills and is extremely organized with a strong attention to detail.

Familiarity with CRM such as Salesforce or Zoho.

The ability to be a team player and uphold Progressive Promotions' core values.

A Bachelor's Degree.

What we offer:

Competitive base salary plus commissions and bonus opportunities.

Benefits package includes subsidized health insurance, optional dental/vision/life/accident and other policies. 401(k). Corporate discounts at retailers, service providers and more.

Company lunches, outings and summer BBQs.

Paid industry education and training for certifications.

Ability to work remotely and flexible work/life balance.

Job Type: Full-time

Please send resumes to:

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