

Sales Account Executive Job Description

Concord Marketing Solutions is currently looking for a highly motivated sales professional to join our team as a **Sales Account Executive** in our **Glendale Heights, IL office**.

The **Sales Account Executive** will be responsible for aggressively prospecting and closing profitable clients, generating sales and working collaboratively with a dedicated Account Manager/Account Coordinator team to support our clients' needs. Our clients range from mid-size accounts to Fortune 1000 clients. The Sales Account Executive will work collaboratively with team members to drive incremental sales both through our online stores as well as special orders. The ideal candidate will be an independent self-starter with strong communication skills who has a desire to actively seek new business development opportunities while continuing to grow existing accounts. If you are motivated to drive new business and looking to develop your career in sales, this position is for you!

Concord Marketing Solutions is a growing promotional products distributor, providing full-service corporate identity offerings. Our expertise in online store programs, creative merchandise, incentive and recognition programs, custom packaging, fulfillment and international sourcing make Concord a preferred supplier of choice. We pride ourselves in our commitment to our clients' needs through a wide selection of quality products, creative solutions and excellent customer service. Concord is honored to have been recognized on **Promotional Products Business Magazine's list of 60 Greatest Companies to Work for in 2019** and on the **Crain's Chicago Business Best Places to Work Top 100 list in 2021**, among numerous other industry awards over the years.

What's in it for YOU:

- A progressive company culture that promotes teamwork and work-life balance
- Great benefits include medical (BCBS PPO and HMO), dental, vision, a company-funded Health Savings Account, and a Health Reimbursement Arrangement
- A Simple IRA plan with a company match
- Paid Time Off/PTO
- A generous holiday schedule
- Company events and outings
- Casual and friendly work environment
- Salary plus commission commensurate with experience

Responsibilities:

- Proactively pursue sales opportunities through relationship building
- Prospect in assigned territory for clients
- Conduct meetings and presentations with key account stakeholders to drive sales and deliver superior customer service
- Utilize CRM software to manage accounts, for prospecting activities, and to track sales objectives and results
- Participate in sales and vendor meetings, industry conferences, and trade shows
- Work with internal teams to ensure client needs are met
- Work with Sales Manager to develop sales strategies for assigned territory

Knowledge and Skills:

- Demonstrated selling skills and achievement of sales goals
- Proven success in prospecting and qualifying leads
- Proven track record of meeting and exceeding metrics or goals
- Excellent verbal, written, and group communication skills
- Excellent presentation skills
- Exceptional organizational skills
- Strong attention to detail
- Excellent time-management skills in a self-paced environment
- Sound financial acumen

Education and Experience:

- Minimum of 3 years of previous professional experience in sales or business development
- Associates degree or equivalent sales training and experience
- E-Commerce and/or Promotional Products industry experience a plus
- Experience working in a fast-paced environment
- Strong technical skills with MS Office and knowledge of CRM systems

Find out more about Concord Marketing Solutions on our new website!

www.concordmarketingsolutions.com