

Greater Pacific Industries – Account Executive/Business Development
www.greaterpacific.com

Location: Bellevue, WA

Greater Pacific Industries seeks exceptionally successful sales professionals to join our team. The position is based out of our corporate office in Bellevue, Washington. Greater Pacific Industries (GPI) is a global supplier and manufacturer with offices in Bellevue, WA. San Diego, CA., Philadelphia, PA., and Shanghai, China with representatives/relationships in Southeast Asia. Founded in 1995, GPI has been consistently voted a “Top 100 Best Places to Work”, and “Top 50 Supplier” in the Promotional Products industry. We just recently ranked as the 18th largest minority owned business in Washington State by The Puget Sound Business Journal.

Duties & Responsibilities: Generating revenue! Creating win-win outcomes between you, distributor clients and GPI.

What We Value:

- Passion: We love and live what we do.
- Determination: We always find a way to deliver the Ultimate Manufacturing Experience to clients.
- Teamwork: We support each other and challenge ourselves to reach full potential.

What We Manufacture:

Customized OEM products with very little limitations, from concept to distribution & wholesale. We deliver products worldwide.

Qualifications:

- Bachelor’s Degree Preferred
- Minimum 5 years proven sales experience; Promotional Products sales experience is a plus.
- Ability to travel for client meetings and trade shows.
- Proficient in Microsoft Office Suite of programs.
- Demonstrated negotiation and sales strategies experience.
- Strong presentation and organizational skills.
- Strong communication, interpersonal and problem-solving skills.

- Ability to think creatively and strategically.
- Project/Client management skills.
- Strong ability to establish, manage and build in-depth relationships with clients at executive levels.
- Ability to pass a pre-employment background check.

Compensation

Base salary + commission and benefits, 6 to 7 figure annual income potential. Sky is the limit!

Please send resume to Attn: HR@GreaterPacific.com