

For over 50 years, Summit Group has been helping organizations “Live their Brand” through a multitude of solutions that include recognition & incentive programs, eCommerce platforms, branded merchandise and creative communication campaigns—all designed to impact employees, channel partners and clients. We pride ourselves in “Relentlessly Hunting for the Wow” for our teams and our clients. We believe that serving our clients starts internally with happy teams who feel appreciated and “Work Together Like Family”.

The ***Client Success Executive (CSE)*** will be responsible for driving the Client Success Team sales activities and reaching their revenue and profit goals. This includes acquiring new clients, expanding current client relationships, generating ideas for revenue growth, creating client presentations, sourcing and merchandising products, and managing various projects. The CSE is focused on growing the business and providing a top-notch client experience. We are seeking candidates in the Washington, DC, Atlanta and Chicago areas. A fully remote work arrangement will be considered as well.

PRIMARY RESPONSIBILITIES:

- Responsible for the successful sale of solutions to mid to large scale accounts.
- Own and be responsible for the entire life cycle of the sales process from qualification to close.
- Understand and effectively deliver Summit Group’s value proposition to targeted clients.
- Create new client acquisition through successful lead generation including prospecting, networking, account-based marketing and social selling.
- Develop sales strategies to maximize sales to multiple buyers and departments within each client organization.
- Understand client’s business objectives, organizational structures and business environments in order to develop effective solutions.
- Provide high level of customer experience to current clients maximizing client retention.
- Create solutions based on client needs, to include researching information from suppliers, including costs, availability, and delivery schedule.
- Accountable for quality on all project deliverables, managing internal and external resources, driving the business plan and delivering measurable results.
- Develop and manage pipeline and accurate reporting on sales activities and projected forecasts in order to hit target revenue.
- Achieve monthly, quarterly and annual sales and margin goals.
- Be people-oriented, client-focused, and assertive in developing client and supplier relationships.

What does it take to be a successful Client Success Executive?

- Solutions oriented
- Strong communications skills
- Creativity
- Initiative
- Results driven
- Problem-solving
- Relationship-building
- Curiosity

KNOWLEDGE & EXPERIENCE PREFERRED:

- Experience preferred in: B2B sales, inside sales, sales support, public relations, branded merchandise or marketing services
- Microsoft Office proficiency
- Bachelor's degree preferred but applicable experience will be considered

We believe in building Better Lives for our associates and offering excellent benefits and perks, to include:

- Comprehensive healthcare coverage
- Flexible PTO Program (vacations are encouraged!)
- Paid time off to “give back” to the community
- 401K retirement account to include an employer match
- Summit Wellness Program, to include unlimited access to a Wellness Coach
- Continuing education reimbursement

Culture means everything to us. Working at Summit will give you the opportunity to be around the best team members who are serious about family, values, and success. Together, the Summit family works hard to make our vision come alive, constantly finding ways to Build Stronger Brands to Create Richer Lives and a Better World.

Consider being a part of this exciting journey and join our dynamic, growing team today!

