Paperclip Promotions

We are located in Austin but interested in talking to candidates anywhere in Texas or neighboring states. Job is fully remote.

Please send resumes to: lyssa@paperclippromotions.com

Looking for an Account Executive with sales experience in our industry. This is a base + commission role

We're looking for hungry, motivated team players to join the Paperclip team. As an Account Executive, you would be responsible for servicing and growing current accounts while using a consultative approach. We believe in the power of the promo and go to work each day striving to make our customers look good, feel good and perform better so they improve their market position.
Although our office is in Austin and many of our customers are in the Austin and Dallas areas, this position can be done remotely. In person meetings with clients are happening again and light travel will be required, mostly within the state of Texas.

Responsibilities:

- Serve established accounts in industries such as US manufacturing, Healthcare & Technology, while always looking for and developing new business.
- Cultivate relationships and be the go-to for clients.
- Be all-in. Treat their business like your business.
- Stay on top of trends and always work proactively for clients. Focus on results driven solutions.
- Create estimates, order samples, and get orders ready to be placed.
- Work towards individual goals while also contributing to team and organizational goals.
- Contribute to a positive, work hard-play hard culture.

Preferred (but not required) Qualifications:

- Bachelor's Degree
- 5+ years sales experience
- Experience with industry platforms such as Sage & Commonsku
- A willingness to learn and a competitive spirit