

Title: Account Executive
Status: Full-Time
FLSA: Exempt
Location: Seattle, WA (Must be in Seattle area)

What you will accomplish:

We are looking for an experienced Account Executive with large enterprise account experience. As an Account Executive, you will develop and grow Leaderpromos' global enterprise accounts. You will collaborate directly with clients to understand their business, identify specific needs, recommend creative and on-brand promotional solutions, develop relationships with key stakeholders, while monitoring and supporting our sales order process.

Responsibilities will include:

Support clients with branded merchandise expertise

- Identify key business areas to develop relationships and grow business for full account integration
- Proactively identify key stakeholders within assigned account/s to determine their current and future promotional needs
- Participate and organize quarterly business reviews with assigned account/s to review account performance and identify new sales opportunities
- Proactively source product through Leaderpromos' preferred supplier network and recommend promotional solutions suitable to a client's brand and overall marketing objectives
- Consistently utilize CRM with sales activity including but not limited to, new opportunities, presentations, quotes, and new orders
- Consistently follow up with clients on all quotes, sample requests and orders placed to ensure a satisfactory experience
- Work alongside the Global Enterprise Account Coordinators to execute client projects within Leaderpromos Standard Level Agreements (SLAs), with an elevated level of customer service
- Oversight and strategic guidance of ecommerce webstores in partnership with program team
- Manage client expectations regarding program work

You will love this job if you are:

- Experienced in the following areas with at least five years of practice:
 - Customer service
 - Direct client sales
 - Project management
 - Client and vendor relations
 - Data input and management

Minimum Qualifications:

- Bachelor's degree in Marketing, Communications, Business or related field
 - Capacity to understand branded merchandise and creative sales
 - Hunter and relationship building mentality
-

- High proficiency in Microsoft Office
- Proficiency in a CRM tool, experience in Salesforce a plus, Experience in CommonSKU a plus
- Excellent organizational and prioritization skills
- Strong attention to detail
- Ability to manage multiple projects and remain on deadline
- Invigorated by a fast-paced team environment
- Excellent presentation skills
- Ability to flex between working independently and within a team setting
- Desire to learn
- Ability to travel

Be a LEADER every day.

At Leaderpromos Marketing Agency we love coming to work every day, and we have strong beliefs in how we show up to work together. When you join Leaderpromos this is the commitment you make back to the organization. We are proud of what we do for our clients, and we are proud of how we do it—the culture we have built with each other. We are an inclusive, certified woman-owned business, focused on the individual growth and success of all team members. If you share a belief in these core values, then you should be a Leader too.

About Leaderpromos:

Leaderpromos is an award-winning promotional marketing agency. Our strategic approach and partnership mentality delivers custom products that promote top-of-mind brand awareness. We immerse ourselves in the customer's brand and align with our client's marketing strategies to create tailored solutions above and beyond expectations.

Just as it is important to our clients to distinguish themselves from the competition, we take the same approach at Leaderpromos. Our agency possesses the latest technology and resources to activate brands. Our global reach provides clients with worldwide-branded products regardless of their location. With extensive in-house exclusive services, we have become your single-source solution to deliver success. Leaderpromos' passion for creativity and dedication to our clients has ranked us among the top 1% of 28,000+ distributors nationwide. For more than 25 years, Leaderpromos has offered branding solutions backed with innovative ideas, the best technology, and a passion for delivering results.

Leaderpromos is an equal employment opportunity employer. We welcome everyone regardless of their race, color, religion, sex, sexual orientation, gender expression, national origin, age, disability, veteran status, or genetics. We provide an inclusive, open, and diverse work environment.
