

Account Manager

PPAI is a \$20+ million dollar dynamic trade association with a mission worth fighting for on behalf of our nearly 15,000 member organizations. As a valued member of our team, you'll have the opportunity to make a meaningful impact by nurturing relationships with supplier members and helping them achieve their brand awareness goals.

Responsibilities:

- **Consultative Sales Approach:** Utilize your expertise to sell exhibit space, sponsorships, and advertising opportunities for association media, events, tradeshows, and other identified items
- **Relationship Building:** Cultivate strong relationships with target decision-makers and influencers to drive business growth.
- **New business Development:** Actively pursue new business opportunities and ensure timely development of all prospects and leads.
- **Client Engagement Reporting:** Provide valuable insights by reporting back from client engagements and identifying emerging trends.
- **Lead Identification:** Play an active role in identifying team leads and revenue-generating opportunities for the association.
- **Proactive Sales Approach:** Take a proactive approach to outbound sales and pipeline development.
- **Exceptional Customer Service:** Provide top-tier customer service by promptly responding to inquiries and leads.
- **Additional Duties:** Perform any additional responsibilities as assigned by the Sales Manager.

Qualifications

- Highschool diploma required.
- Bachelor's degree in a business-related field is preferred.
- You've already conquered the world of Inside phone sales and customer service.
- Jedi-like communication and time management abilities

What's in it for you:

- A competitive salary and a benefits package
- Your very own yellow brick road to professional growth and development.
- A fun and inclusive work environment.
- An impactful role in a forward thinking organization – your chance to be a hero.
- A tribe of awesome professionals who know how to work hard and have each other's backs
- Work-life balance is important to us too.

If you're ready to join a dynamic team and contribute to the growth and success of PPAI, apply now to become our next Account Manager!