

Account Executive

Do you have a high drive for success and love meeting new people? Are you looking for an opportunity to work in a fast-paced consultative sales environment where every day brings a new challenge? If so, AlphaGraphics-South Kansas City could be the fit for you as our new full time Account Executive.

We are a locally owned marketing and visual communications company that specializes in client solutions. We are looking for an enthusiastic team player to join our staff today.

Salary: Base plus commission, car allowance, insurance benefits available

Website: www.alphagraphics.com/us778

Duties:

- Create and implement strategies for targeting and gaining access to existing and new markets
- Multifaceted selling from print services to marketing campaigns
- Develop new client relationships through cold calling and enhance current client relationships through regular communication
- Understand clients specific needs and goals through consultation and provide solutions that address those needs
- Coordinate sales, advertising, pricing, product development, and public relations activities
- Apply strategic plans for identifying and addressing gaps
- Maintain project status updates to all parties involved
- Determine value-added programs
- Maintain long term relationships with client, vendors, and support team
- Research and interpret buying behavior and develop effective offerings across channels
- Seek and create new opportunities that deliver creative customer solutions
- Be the solutions provider to our clients

Qualifications:

- Excellent communication skills
- Be persuasive and goal driven
- Be able to work independently and as part of a team
- Problem solving, and solutions oriented
- Patience and perseverance
- Relationship and consultative sales experience preferred
- Exceptional ability to establish and maintain effective personal relationships
- Ability to learn and adopt new software as necessary
- Understanding of marketing/sales metrics, especially how to calculate return on investment
- 2-3 years customer service experience preferred
- Some college or equivalent experience preferred
- Bachelor's in Business, Marketing or Technology related field preferred

If you are a self-starter with a professional decorum with a strong desire to get into sales, here is your chance. If this sounds like you, send in your resume along with salary history to shess@alphagraphics.com for review.