



Account Executive Job Description

At *Wilderness Agency*, our core philosophy is to grow organizations and put people back to work. We believe the metric for living a good life is to do good in the world. We seek professionals who use good judgement in all situations.

At *Wilderness Agency*, we particularly value these nine behaviors and skills:

Judgement – make wise decisions despite ambiguity and think strategically

Courage – say what you think, make tough decisions and take smart risks

Communication – listen well, seek understanding and treat people with respect

Passion – inspire others, care, celebrate wins and be tenacious

Impact – think volume, importance, quality of work and results

Honesty – be direct, have integrity and admit your mistakes

Curiosity - learn rapidly and eagerly

Selflessness – be ego-less when searching for the best idea, help your team, share information openly and proactively

Innovation – create new ideas that prove useful, minimize complexity and simplify

Wilderness Agency seeks an Account Executive with a minimum of five-years direct experience in marketing sales. We are a web design and full-service marketing agency. Industry experience, knowledge and results is a requirement.

A bachelor's or master's degree in Business Administration, Marketing or related education is preferred. Documentation of historical sales territory management and proven success in contract negotiation is required. Experience must include proven success in new business prospecting, selling, negotiating and closing skills.

Account Executive Responsibilities:

- prospect clients, generate sales leads, sell, close and manage relationships to expand territories by KPI's
- cultivate prospective clients by performing outboard calls to market sales, schedule outside sales visits
- discover opportunities to introduce solutions; cross-sell and up-sell to prospective and existing clients
- correspond with clients in a timely and effective manner to sell products/services
- devise and implement sales strategies tailored to clients, drive profitability and strategic development
- collaborate with internal departments to deliver profitable quotes and sales conversions to achieve KPI's
- develop and negotiate contractual agreements with client accounts
- provide detailed record-keeping within CRM software to maintain strategic development metrics
- utilize a consultative sales approach to create cross-divisional opportunities, manage the sales cycle, defend our competitive position and develop strong client relationships
- take the lead and act as the focal point of contact between client accounts and the organization
- attend regular training sessions for new and existing product and services; attend team meetings
- provide regular reporting on account intelligence, account plan execution and KPI's
- troubleshoot work-related issues by sharing new ideas with team members and management; take ownership in departmental success
- actively contribute to maintain a strong team spirit and positive work environment
- communicate proficiently via phone, email, Vowsy, Slack and all things Google Suite

This position is based out of Dayton, OH with flexible work culture benefits however daily availability during client-facing hours 8 AM – 5 PM is required. This position is full-time w/salary compensation and benefits. This position requires the ability to maintain performance and travel 60% of the time.