



Account Executive – Business Development, Custom

Join a fast-paced, growing company that partners with top brand marketers and retailers. We are looking for high-energy sales hunters that enjoy a career opportunity where no two days are alike and travel is expected. Process Retail Group specializes in delivering custom, point-of-purchase, retail marketing and merchandising program solutions. Process Retail Group is dedicated to employee development, operational excellence and *Creating Results™*.

Reporting: Vice President – Sales and Marketing

Position: Responsible for driving new business development within fortune 500 companies through value added, solution based sales practices and focus on building long term customer relationships. Strong prospecting, resiliency, strategic thinking and problem solving abilities will lead to your success in this career growth opportunity.

Other Responsibilities:

- Refine, develop and drive sales channels nationally
- Drive program opportunities within select prospect accounts
- Direct marketing, shopper research and analytics, understanding target customers
- Direct sales, prospecting and customer relationship development
- Strategic engagement through problem solving; Ability to stand out from competition

Competencies:

Operational: Possess client acquisition skills consisting of prospecting methods, methods of engagement, qualification and discovery, proposal, presentation and closing skills. Client retention skills including strategic account management, customer service and cross selling skills. Ability to track sales activity. Time management skills

Behavioral: Must be a highly motivated and energetic self-starter. Strong drive to succeed, high emotional intelligence, resilient and have a high level of personal accountability. Organizational and time management skills essential with the ability to multi-task while staying detail oriented.

Process:

Communication – Ability to successfully communicate to outward clients and internal teams via professional verbal and written communication. Must have the ability to present to all levels of professionals including executive team members. Strong ability to problem solve and negotiate. Proactively communicate with the Vice President, Sales and Marketing on a weekly basis regarding activities and opportunities

Procedural – Responsible for completing all internal process forms within SharePoint as they pertain to internal projects. Full understanding and day-to-day usage of company CRM system, Salesforce. Accurate filing of weekly expense reports relative to corporate travel. Understanding and use of Concur for securing all corporate travel.

General – Provide on-going feedback to internal teams on the status and progress of top prospects and open projects. Continuously improve working knowledge of the point-of-purchase advertising and retail visual marketing industry focusing on assigned market segments. Learn and be able to speak to the company story and body of case study work.

Position Qualifications

1. Bachelor's degree in business or related field and / or demonstrated successful industry background.
2. 3-5 years' experience in new business development/solution selling in the custom fixture and display market
3. Demonstrated track record of sales success.
4. Excellent interpersonal and communication skills.
5. Exceptional organizational skills and strong analytical skills.
6. Ability to work independently and efficiently.
7. Extensive travel is required.

The Company

For over 85 years, Process Retail Group has been partnering with top national brand marketers and chain retailers to develop retail fixture, display and signage programs that live up to its company mission of *Creating Results*[™]. Their award-winning team consistently delivers retail marketing and merchandising programs that not only drive brand awareness, but also create a distinct in-store shopper experience that drives sales at retail.

Process Retail Group is dedicated to our employee's success and development, operational excellence and *Creating Results*[™]. We hire great people with energy, drive and passion for what they do. We offer a fast paced, collaborative team environment with the opportunity to create custom solutions for our very diverse fortune 500 client base.