

Sales Account Manager with a NJ Supplier

Seeking an Account Executive who is passionate about working in digital marketing. Candidates should have a strong entrepreneurial spirit and desire to help businesses of all sizes. You should be fanatical about solving challenges and delivering what brands need to succeed. You'll work with your customers to develop marketing programs and build strong relationships. When they succeed, you succeed.

What You Will Do:

Outreach to assigned prospects

Build and strengthen customer relationships with buyers and senior managers within client organization

Prospect and develop new customer relationships and persuasively communicate strategies for meeting customer needs

Provide clients with ongoing support and strategic guidance

Maintain daily, weekly, and monthly outreach quotas

Serve as your clients' primary point of contact for all campaigns

Make a difference. Love your job. Laugh a lot.

What We're Looking For:

3-5 years sales experience

Energy, enthusiasm, and ability to propose solutions to problems Experience in marketing or promotions — especially digital — is a big a plus Experience in the promotional products industry is an even bigger plus Excellent verbal and written communications skills, including experience with delivering presentations Up-to-date knowledge and passion for technology and its potential in helping clients reach their goals Openness to feedback and dedication to consistent self-improvement Awesome people only. No jerks allowed.

Job location: Parsippany NJ

Send resumes to: bgillespie@indiecentive.com