

Account Executive

Description

Looking for a career in sales? Blanchett is seeking an experienced Account Executive to join our industry-leading team of signage professionals in Edmonton, AB.

We are looking for an Account Executive who is motivated, results driven and thrives on closing the sale. The successful individual will be responsible for generating new leads, managing accounts, promoting Blanchett's services through a variety of mediums (networking, cold-calling, social media, etc.), and educating clients and prospects. This role will be the primary point of contact for our custom signage projects.

If you are a proven sales strategist with 5-10 years of construction-industry sales experience, and looking to join a dynamic team of professionals with an industry leading family business then this opportunity could take your career to the next level.

Responsibilities

- Prospecting and generating new leads.
- Service existing accounts and establish new accounts by planning and organizing daily work schedules to call on existing or potential sales outlets and other trade factors.
- Perform needs analysis of existing/potential customers to meet their needs.
- Effectively manage prospects and maintain key information in the prospect database.
- Achieve agreed upon sales targets and outcomes within schedules.
- Creation and facilitation of all necessary sale materials, including requesting and preparing artwork, estimating, and formal presentations (as necessary).
- Preparing and submitting sales contracts for orders, including achieving all required paperwork and approvals.
- Establish and maintain a high rate of customer satisfaction and retention.

Qualifications

- 5+ years' experience in construction sales.
- Experience in the Sign Industry is considered a tremendous asset.
- Ability to multitask, trouble-shoot, and manage multiple projects at once.
- Strong negotiation skills
- Must have strong computer / tablet skills with a high level of proficiency with Microsoft Office Suite.
- Strong verbal and written communication skills.
- Demonstrated organization and time management skills.
- Attention to detail is essential to the success of this role.
- Able to interact effectively with all levels in the organization.

Job Benefits

- Edmonton-based, family-owned and operated company with over 75 years

Hiring organization

Blanchett

Employment Type

Full-time

Duration of employment

Permanent

Industry

Signage

Job Location

12850 St. Albert Trail, Edmonton, AB, Canada

Working Hours

7:30-4:00 Monday to Friday

Base Salary

\$ 55,000 - \$ 75,000

Date posted

July 8, 2024

of success.

- Full Benefits Package and RRSP program after the probationary period.
- Opportunities for Advancement and Personal Development.
- Benefits:
 - Dental care
 - Disability insurance
 - Extended health care
 - Life insurance
 - Paid time off
 - RRSP match
 - Vision care