

Account Executive Position Description

KDM P.O.P. Solutions Group is a leading national provider of point of purchase solutions, retail store fixtures, branded merchandising displays and plastics fabrication to the retail and consumer goods industry. From the design to engineering to production to kitting & fulfillment to distribution, we manage the entire process in-house, under one roof. We incorporate creativity, technology and innovation into every aspect of the developmental and implementation process to ensure our customer's brand image standards are adhered to and their solutions stand out from the rest.

Purpose: We are seeking dynamic experienced individuals to join our team as Account Executives to help us continue our 42-year record of consecutive revenue growth. Crucial to this role is the ability to secure business, develop relationships and provide a high level of service and follow up to our clientele. You will be responsible for developing and delivering business solutions to targeted accounts and prospects across the United States. You will create and execute revenue growth strategies and play an integral role in driving key business objectives, ensuring that top-line revenue growth and profitability objectives are achieved. This position allows you to work remotely so no relocation is required.

Key Responsibilities:

- Consistently exceed assigned revenue objectives.
- Identify, develop and cultivate new business pipeline opportunities.
- Persuasively articulate KDM's solutions offerings, competitive advantages and value proposition to both clients and prospects via in-person meetings and telephonically.
- Display a thorough understanding of assigned accounts' business needs and revenue potential.
- Provide ongoing internal reporting and analysis using CRM tool for accurate pipeline management and forecasting.
- Utilize strategic account planning, CRM opportunity management and reporting as part of the sales process.

Qualifications:

To be considered for this position, you must have a minimum of 5 years sales experience in Point of Purchase Displays, Large Format Offset and Digital printing. Please apply only if you meet the following requirements.

Requirements:

- Proven track record of sales success with high close ratio
- 5+ years of successful sales experience focused primarily in P.O.P. Displays, Large Format UV Offset, Conventional Offset, Large and Small Format Digital solutions.
- Large book of existing customer contacts
- Proven ability to develop and manage business with Fortune 500 clients
- Ability to close mid six figure contracts--\$250k-\$500k
- Strong communication, interpersonal, time management and organizational skills
- Strong professional ethics and integrity
- Bachelor's Degree or equivalent combination of education and experience

To apply for this position, please send your resume and cover letter to careers@kdmppop.com.