



## **Account Executive**

Tubelite Denco is a wholesale distributor of equipment and supplies used by visual communications providers including sign manufacturers, digital printers & screen printers.

The Account Executive maintains regular, effective sales contact with all accounts in assigned territory making sales presentations and nurturing these relationships. The Account Executive will also report to a Regional Sales Manager with weekly call reports which includes pre-call objective and results of sales call and completes any special sales and marketing activities as requested by management. This may include focused activities with specific accounts, products, or vendors. Be willing to be flexible to change plans as circumstances may dictate.

### **Essential Job Duties & Responsibilities:**

- Develop rapport and build good business relationships with all accounts.
- Complete all customer follow up in a complete and timely manner.
- Prepare for each sales call by developing pre-call objectives.
- Prioritize sales calls by potential impact on overall sales and market share.
- Establish and follow appropriate frequency of sales calls to customers.
- Provide customer contact on a regular basis (thank you letters, email blasts, etc.)
- Maintain customer relationships with current customers. Stay on top of their needs and ensure that we maintain current business and increase future business as potential arises.
- Work and support the customer and all business units of Denco Sales as a team player.
- Communicate all service related issues to management as they arise.
- Be able and willing to work as a CSR as need may arise.
- Assist in warehouse / deliveries as needed.
- Participate in local and national trade shows/association meetings/events as requested.
- Continue to develop product knowledge in all areas of responsibility through sales meetings, trade publications, vendor contact, trade shows, seminars and other resources.
- Prepare and present product presentations to fellow Denco Sales employees.
- Actively identify new product or service opportunities and present them to the RSM with a plan on how to introduce item to the market.
- Comply with company policies and procedures.
- Actively participate in branch activities.

## **Required Skills & Knowledge:**

- Prior Sales Experience a must; Sign Industry Experience a plus!
- Creativity and organization
- Strong interpersonal skills
- Excellent leadership abilities
- Analytical, decision-making and management skills
- Ability to develop lasting professional relationships with clients
- Strong speaking skills

Must have a Valid Drivers License and good driving record

Must be able to lift up to 25 lbs occasionally.

At Denco Sales, we take pride in offering a benefits package that is among the best around. Just as our business strives to meet the changing needs of our customers, our benefits are designed to meet the diverse needs of our employees.

## **BENEFITS**

Full-time employees are eligible for Medical, Dental, Vision, Life Insurance, Flex Plan and LTD and 401k Plan after successful completion of 60 DAYS. PTO benefit accrual available at 90 days.

Paid Holidays

Business Casual Dress

Offer promotion opportunities.

Apply today to express your interest in our great organization. We look forward to hearing from you! Please respond [here](#) with your resume and salary requirements.

## **Equal Employment Opportunity Disclaimer**

Tubelite Denco provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.