



Job Title:	Account Executive	Status:	Full Time
Supervisor:	Regional Sales Manager	Classification:	Exempt
Department:	Sales	Department:	

The Account Executive is responsible for growth in sales, gross margin and actives within a defined territory of assigned accounts. Additionally, the Account Executive is responsible to identify and generate new accounts within a defined geography. Account Executives are responsible to actively participate and report on Corporate or Regional selling or marketing initiatives and campaigns, sales meetings, and to make joint calls with management and suppliers as directed or appropriate. They are to maintain regular, effective sales contact with all accounts in assigned territory making sales presentations and nurturing these relationships. The Account Executive is responsible for documenting strategy for territory development and detailed plans for growth. They are directed to thoroughly plan weekly call activity and report on call results. Account Executives must conduct themselves professionally, be a positive influence, and be willing to be flexible to change plans as circumstances may dictate.

Essential Job Duties:

- Develop rapport and build good business relationships with all accounts and prospects.
- 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.
- Prioritize sales calls by potential impact on overall sales and market share. Establish and follow appropriate frequency of sales calls to customers. Prepare for each sales call by developing pre-call objectives. Complete all customer follow up in a thorough and timely manner.
- Actively participate in branch activities. Work and support the customer, suppliers, and all departments of Denco Sales as a team player.
- Communicate all service related issues to management as they arise.
- 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.
- 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. Meet deadlines with internal reporting requirements.
- Complete assignments as assigned by Regional Sales Manager.



Essential Skills & Requirements:

- 3-5 Years Prior Sales Experience
- Creativity and organization
- Strong interpersonal skills and values
- Excellent leadership abilities
- Ability to develop lasting professional relationships with clients, suppliers, and team.
- Strong communication skills
- Strong time management and organizational skills
- Independent thinker that introduces new ideas and leads change
- Clean Driving Record and Valid Driver's License
- Must be able to lift 20-25 lbs independently

Key Relationships:

Internal

Regional Sales Managers
President/Owner
National Distribution Manager
Regional Compliance Manager
CFO

External

Customers and Suppliers

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 or fax to 303-209-4299.

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