



Enterprise Sales Account Executive

Job Description

MSP is a leading force in the industry providing organizations with tangible physical branded merchandise (product, print & point of sale) as well as marketing outlets to distribute that merchandise (e-Company stores, fulfillment, direct mail & kitting). The impact? Increased brand exposure and streamlined operational efficiencies while saving on costs.

Are you a talented and motivated salesperson in the B2B space looking for an opportunity to join a creative, rapidly growing company that is pioneering the industry? If so, this could be your perfect fit! Join us and realize your potential as part of our entrepreneurial team.

MSP Design Group is looking for enthusiastic, driven and experienced salesperson with the ability to draw in new customers and expand existing clientele. Previous success selling into B2B markets as well as meeting or surpassing sales goals on a regular basis is highly desirable. Possessing prior knowledge of promotional products and marketing solutions will be advantageous.

If you are partnering with a promotional products firm and feel hindered from taking on major corporate clients due to inadequate financial backing, lack of internal assistance or total service offerings - look no further. Our business model is special in the industry which has enabled MSP to become Top 1% within our sector. Although MSP's HQ is situated in Virginia Beach, VA., we welcome remote personnel as well!

- Establish and nurture relationships with potential buyers in the business-to-business realm, as well as preserve current revenue streams from existing clients by providing outstanding service that encourages loyalty.
- As the main contact for each client, you will be responsible for facilitating all special orders, incentives, employee recognition programs and program-based (e-company store) business. Your role is essential to ensure customer satisfaction with their transactions.
- Nurture collaborative relationships with departments such as Marketing, HR, Event Planners, Sales, and Procurement by providing them top-notch promotional products, marketing services and printed materials.



Enterprise Sales Account Executive

Job Description

- Build an appreciation of each client's company, brand values, campaigns, and hardships. Employ your creativity to offer novel solutions that will form long-lasting relationships with customers. Be the go-to person for all problem-solving needs!
- Make the most of account penetration with your current and potential customers. From time to time, you may need to travel to different customer locations or take part in trade shows or other events for maximum efficiency.
- Take your professional growth to the next level by joining a rapidly advancing organization where sky is the limit when it comes to both success and earnings. Make each month count with our attractive quotas that are sure to captivate you!

Desired Skills and Experience:

- We are looking for a creative and self-driven individual with excellent communication, leadership, and presentation abilities. The ideal candidate should be able to use their available resources effectively in order to best serve the company's goals.
- Demonstrated proficiency in connecting with customers of all levels, including top-tier executives and C-suite personnel.
- An ideal candidate must demonstrate excellent networking skills, be an active prospector, and possess the ability to make cold calls if needed. Moreover, he/she should have a knack for navigating corporate structures effectively.
- Comprehensive knowledge of MS Office products is needed, with a deep understanding and proficiency in Power Point. It would be extremely advantageous to have experience with Illustrator or Photoshop as well.
- To be successful in this role, you must possess superior organizational skills and the capacity to manage sales cycles of all lengths while seamlessly juggling multiple projects to meet tight deadlines.
- Unparalleled business acumen, first-rate time and project management capabilities, plus the capability to proactively craft solutions to customer needs.
- Must be able to collaborate well with a team, while also exhibiting the capacity for self-motivation and autonomous working.