



SALES REPRESENTATIVE / ACCOUNT MANAGER

JOB SUMMARY

Generate new clients and projects via cold calling and networking; maintain new and existing relationships with clients; develop campaigns to target markets; educate clients on marketing strategies and unique ideas; handle client account and project issues to ensure client satisfaction; manage project schedules, client expectations and project budgets; interact with newly developed clients and prospects to develop accounts; and follow documented processes and procedures.

REQUIREMENTS

- Bachelor's degree in sales, marketing or related field/experience.
- Self-motivated.
- Able to approach and engage others.
- Able to communicate effectively in verbal and written form.
- Able to close prospects.
- Capacity to address and overcome prospect's objections.

DESIRED EXPERIENCE

- Developed and attained personal sales goals and quotas.
- B2B experience selling high-ticket products/services.
- Knowledge of the marketing/advertising/design industry.
- Tracked activities and results.
- Worked with long sales cycles.
- Called on C-level executives.
- Networking.
- Working knowledge of both Macs and PCs.

Please submit a résumé, cover letter and salary requirements to kelly.jones@designworks.net or fax 817.276.2536