



## **Sales Account Executive**

### **Job description**

We are looking for a competent, motivated and ambitious Sales Account Executive to join our team. If you love finding new business opportunities and managing relationships with existing clients, this job is for you! You'll be directly responsible for the maintenance and expansion of our customer base.

We are expecting you to have skills and experience in outside sales and in customer service, that you are self-driven and result oriented.

#### **Responsibilities/Duties:**

- Develop and maintain relationships with new and existing clients
- Identify and pursue new business opportunities
- Conduct market research to identify potential clients and industry trends
- Collaborate with internal teams to develop effective sales strategies
- Meet or exceed sales targets and goals
- Prepare and deliver sales presentations to clients
- Negotiate contracts and pricing with clients
- Provide exceptional customer service and support to clients throughout the sales process
- Maintain accurate records of sales activities and client interactions
- Provide professional after-sales support
- Respond to complaints and resolve issues to ensure customer success and satisfaction
- Prepare and present reports on KPIs

#### **Skills:**

- Proven experience in outside sales, preferably in janitorial and commercial cleaning sales
- Strong leadership and interpersonal skills
- Excellent communication and presentation skills
- Ability to effectively negotiate and close sales deals
- Strong account management skills, including the ability to build and maintain relationships with clients
- Ability to adapt to changing market conditions and industry trends
- Strong business development skills, including the ability to identify new opportunities and generate leads

- **Good negotiation skills**
- **Outstanding knowledge of MS Office**
- **Critical thinker and problem-solving skills**

**If you are a motivated individual with a passion for sales and janitorial/commercial/construction industries, we invite you to apply for the position of Account Executive. Join our dynamic team and help drive our business growth. We offer competitive compensation, benefits package, and opportunities for career advancement. Apply now!**

Job Type: Full-time

**Benefits:**

- Dental insurance
- Health insurance
- Vision Insurance
- Paid time off
- Professional development assistance
- Referral program

**Experience level:**

- 2 years

**Schedule:**

- 8 hour shift
- Monday to Friday

Supplemental pay types:

- Commission pay

Travel requirement:

- No travel

People with a criminal record are encouraged to apply

Work Location: In person