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| **Job Title:** | **Senior Account Executive** |
| **Position Type:** | Full Time |
| **Job Description** | |

**Reports to:** CEO

**About Steinhauser:**  From concept to shelf, Steinhauser works with customers to ensure brands make the best impression at every opportunity.  Since 1905, a dedication to the craft of printing has guided the family business. Steinhauser has embraced technological and innovative changes, all the while maintaining our steadfast commitment to quality printing and excellent customer service.  As a fourth-generation family business that is now 100% woman-owned, Steinhauser's success comes from integrity and long-lasting relationships.  That is the **Steinhauser Way.**

With respect and consideration for one another, and a strong belief in communication and transparency, at Steinhauser we accomplish everything as a team. We are proud of our people and the way we treat others. Once you walk through our doors, you will see why we have maintained some customer relationships for over 60 years.

**Job Purpose:**  During this exciting growth, we are looking for a self-motivated, entrepreneurial mindset candidate who will establish and build significant new business accounts by leveraging a consultative, value-based selling strategy. To be successful in the role, you must lead and own the responsibility of driving profitable business growth within an assigned market and territory.  As a key contributor on the team, you will have great impact on the future of Steinhauser.

**Your responsibilities:**

**Account Development:**
- Identify and develop new business opportunities in assigned markets & territories.
- Establish and build relationships with prospects, and existing customers, by utilizing consultative selling approach.
- Build trust with high-level contacts within targeted account; identify all stakeholders in decision-making process.
- Understand customer's overall needs and tailor strategy and solutions to meet those needs.
- Collaborate with internal resources to align customer needs with internal capabilities.
- Present solutions and close sales by proposing or providing solutions.

**Strategic Partnership:**
- Reinforce the company's leadership position in the marketplace as consultant/partner.
- Attend and network at appropriate conferences and events.
- Maintain awareness of market conditions and competitor's products and pricing.
- Provide information to management regarding new technological or service-based needs customers or potential customers.
- Aid in establishing and implementing sales and marketing strategies.
- Coordinate and collaborate with internal resources to solve customer problems, acting as liaison between customer and internal resources.

**Strategic Partnership (continued):**

- Provide all criteria for successful transition to Operations - communicate all changes, adjustments, and potential scenarios that could or will have an impact on the customer and consumer expectations.

**Metrics:**

- Responsible for setting and achieving monthly, quarterly, and annual quotas in account development and total revenue generated.
- Establish and report sales metrics; maintain and update CRM tool daily.
- Forecast sales and assist with business planning.
- Provide weekly feedback to CEO regarding progress on current business activity and solutions to obstacles preventing progress on goals.

**Preferred Qualifications and Skills:** Passionate individual who can deliver an exceptional experience for new and existing customers, every day.  A hunger and desire to drive and deliver sales results, using our values as the guidepost.  Sales and Marketing experience in consumer-packaged goods industry, a plus.  Excellent verbal and written communication.  Strong time management, project management and organizational skills.  Proven success stories in account development.   A business-related bachelor's degree or equivalent experience preferred. A minimum requirement of associates degree or equivalent experience.

*Note: The responsibilities and tasks outlined in this document are not exhaustive and may change as determined by the needs of the company.*