


<b>Job Title:</b>	<b>Account Executive, Inside Sales</b>	
<b>Position Type:</b>	Full Time	
<b>Job Description</b>		

**Reports to:** Director of Sales and Marketing

**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 customer relationships for over 60 years.

**Job Purpose:** During this exciting growth, we are looking for a self-motivated candidate who will build and maintain established accounts by leveraging a consultative, value-based selling strategy.

**Your responsibilities:** To be successful in the role, you must own the responsibility of delivering strategic business growth within the assigned house accounts. As a key contributor on the team, you will have a great impact on the future of Steinhauser.

**Sales:**

- Along with the Director of Sales and Marketing, meet face-to-face with customers to identify opportunities to provide goods and services to meet the customer’s needs and stay consistent with company goals.
- Build trust and establish relationships with existing accounts and convert to additional sales
- 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 utilizing strong communication and closing skills
- Present marketing initiatives to key contacts

**Strategic Partnership:**

- Represent Steinhauser as a market leader and provide excellent customer service.
- Maintain awareness of market conditions and competitor’s products and pricing.
- Provide information to management regarding new technology or service-based needs.
- Collaborate with internal resources to solve customer problems, acting as liaison between customer and internal resources.

**Metrics:**

- Set and achieve 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 Director of Sales and Marketing regarding progress on current business activity and solutions to obstacles preventing progress on goals.
- Deliver price adjustments to customers when needed.

**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. Excellent verbal and written communication. Strong time management, project management and organizational skills. 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.*