


<b>Job Title:</b>	<b>Account Executive, New Business</b>	
<b>Position Type:</b>	Full Time	
<b>Job Description</b>		

**Reports to:** Vice President 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 some customer relationships for over 60 years.

**Job Purpose:** During this exciting time of Steinhauser’s history, we are looking for a self-motivated, entrepreneurial mindset to drive new business. This role involves closing significant new sales while continuously building a pipeline of future opportunities through a consultative, value-driven sales approach.

**Your responsibilities:** To be successful in the role, you must lead and own the responsibility of driving strategic new business growth. As a key contributor on the team, you will have great impact on the future of Steinhauser.

**New Business Growth and Revenue Generation:**

- Lead and steward opportunities from initial engagement to successful earning the customer’s business and generating new revenue.
- Identify and develop new business opportunities within identified markets and criteria.
- Relentlessly cultivate and nurture a pipeline of future business opportunities to ensure a consistently full sales funnel, leveraging strong relationship-building skills and market insights.
- Responsible for building initial relationship and trust with prospect.
- Adopt and implement Steinhauser’s consultative, value-driven sales approach to effectively engage with customers and address their needs.
- Understand customer’s overall needs and tailor strategy and solutions to meet those needs.
- Meet face-to-face with prospects and customers to identify opportunities, along with the Vice President of Sales and Marketing and CEO, if applicable.
- Present tailored solutions and close sales confidently, utilizing exceptional communication and negotiation skills.
- Prioritize driving revenue growth by converting qualified prospects into new business accounts.
- Develop a strong understanding of labels, flexo and digital printing, shrink sleeves, and overall packaging, leveraging expert insights when specialized knowledge is needed.
- Collaborate with internal resources to align customer needs with internal capabilities.
- Represent Steinhauser as a market leader.
- Discuss and deliver pricing changes when necessary.

**Strategic Partnership:**

- Participate in the development of workable strategies for marketing and sales generation.
- 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 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.
- Forecast sales and assist with business planning.
- Provide feedback to Vice President of Sales and Marketing 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. Excellent verbal and written communication. Strong time management, project management and organizational skills. A business-related bachelor's degree is preferred, along with a minimum of 7-10 years of relevant sales experience in manufacturing, the printing industry or within consumer-packaged goods. An associate's degree is the minimum required educational qualification.

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