

# Houston Area Sales / Account Executive

## About This Job

### Company Description

Founded in 1997, The Augusta Group is a major distributor in the Texas, North Carolina, and Ohio area of quality marketing, print and promotional products and is committed to customer service, creativity, and quality. The Augusta Group combines decades of creative marketing expertise, superior product knowledge, competitive pricing, and a dedication to personal service with timely delivery.

We want to promote a fun and laid-back working environment for our team members and we take great pride in our ability to offer our customers the value, old-fashioned customer service, and solutions based creativity our customers deserve.

We are seeking highly motivated sales professionals with INDUSTRY EXPERIENCE and excellent interpersonal skills for the Houston area market. Successful candidates will be responsible for establishing and maintaining profitable relationships with clients and for actively identifying, pursuing, and closing new and existing business. Our companies have experienced 20+ percent growth over the last 5 years and we know we can do the same for a qualified candidate.

Compensation for this position is a generous salary plus commission-based plan and is paid as a 1099 employee.

If you are interested, we would love to talk with you further about this great opportunity.

## **Job Description**

### **Duties & Responsibilities**

Promote and encourage business through relationship building with current and potential clients.

Manage RFP/RFQ opportunities for custom order and program business

Leverage existing relationships and develop new business

Develop and present creative branding solutions for existing and potential customers

Assist in developing strategy, presentations, marketing, and pitches for promotional merchandise opportunities

Ensure ease of process and high levels of professionalism internally, with clients, and vendors

Provide the highest levels of customer service by managing the successful delivery of products

Lead generation through cold calling, networking, and referrals

Build relationships with key suppliers

## **Desired Skills and Experience**

### **Experience Requirements**

2+ years of Account Management or Business Development experience in the print and/or promotional products industry.

Excellent customer service and client relationship skills

Advanced communication skills

Creativity and experience in product and/or concept development

Proven track record of increasing sales or business opportunities through client development

Strong presentation skills with effective verbal and written communication abilities

Exceptional time management, prioritization and organizational skills

Attention to detail with problem solving skills

Passion for success and growth in a commission based format with unlimited earning potential by developing high volume accounts

## **Job Skills and Traits**

Quick learner

Self-motivator

Relationship Builder

Customer Focused

Creative Thinker

Solutions Provider

Team Player

## **Contact**

Candidates meeting the above criteria should send their resume to Chuck Porter at [chuck@theaugustagroup.net](mailto:chuck@theaugustagroup.net).