



**Job Title:** Sales Account Executive  
**Department:** Sales  
**Reports To:** Senior Vice President of Sales  
**FLSA Status:** Exempt

For over 70 years, MOSAIC has provided strategic marketing, creative, promotional products and print services to a wide range of industries and companies across the country. To support our continued growth and success, we are seeking to hire some fun, dynamic, and strategic Sales Account Executives to our sales team.

At MOSAIC, we love to solve meaningful business challenges collaboratively with our clients. Our ideal candidate is a curious problem-solver – one who is willing to understand the client's challenges, do what's in their best interest, and create real results. We find our best success comes from individuals that have creative and marketing talents with strong sales acumen.

#### **SUMMARY:**

The Sales Account Executive will develop new business for MOSAIC by offering a variety of services and solutions to our prospects and customers, including strategic marketing, creative services, promotional products, print services, and fulfillment. As you foster and grow relationships with C Level Executives across a variety of markets, our team of subject matter experts will support you along the way.

#### **DUTIES AND RESPONSIBILITIES:**

- Build relationships with assigned and organic prospects to discover their needs and identify opportunities for MOSAIC to help
- Ability to gain appointments with C suite to identify, quantify and develop new business to achieve goals
- Hold meetings with high level people to discuss a variety of needs ranging from complex through tactical. Capable of narrowing in on specific information to determine how MOSAIC can support needs of customers and prospects and then closing business.
- Open to learning new ways of working with clients utilizing the many solutions we offer including:
  - Promotional products
  - Marketing strategy and Creative solutions
  - Print and digital support
  - Fulfillment and Mailing
  - Learning systems and App technology

#### **KEY SKILL SETS & EDUCATION DESIRED:**

- Proven record of selling Promotional Products, Print and/or Marketing/Creative Services
- Professional demeanor and excellent communication skills, including oral and written
- Organizational skills to track and record each step within a sales pipeline
- Proactive, positive, personable and self-motivated with a strong work ethic