

Company: Brand+Aid (ASL# 145193)

Job Title: Account Executive

Department: Sales

About the company:

Brand+Aid designs, sources, and manufactures merchandise, promotional products, high-end products, and custom apparel for major brands nationwide. As an agency, we also help customers create and design custom merchandise, e-commerce solutions, kitting & fulfillment, and creative graphic design - all done with our in-house teams here at Brand+Aid.

Job Description:

Account Executives are revenue-generating, sales-focused branding consultants working with our clients to provide branded product solutions. They are responsible for managing new and existing client relationships. This is very important for us at Brand Aid.

What You'll be responsible for:

- Hitting and exceeding sales targets
- Presenting products and ideas to new and existing clients for new projects and opportunities
- Preparing estimates and sales orders for clients and projects
- Processing orders for clients
- Quoting and sourcing products with our vendor network
- Finding and developing new relationships with prospective clients
- Expanding existing accounts to meet/exceed sales goals, as well as offering fresh ideas for projects they haven't thought about for the year
- Collaborating with other departments (creative, production, leadership team)
- Documenting activities in company CRM
- Assisting in all areas of business activity

What's in it for me:

- Fun, progressive workplace, and culture
- Competitive salary package + commission/bonus
- Growth and mobility within the company
- Flexible paid time off
- Company and personal retreats
- Mac Computer Provided
- Ability to work remotely
- Paid holidays
- Health and Dental Benefits

Are you the right fit?

- 4+ years of experience working in sales on the distributor side within the promotional products industry
- Upbeat personality with the desire to learn and develop professionally
- Strong written and verbal communication skills
- Canva and Powerpoint skills a plus
- Adobe CS (Illustrator and Photoshop) skills a plus
- Commonsku experience a plus
- Must be available to report to the office in Salt Lake City, Utah, quarterly

Job Type: Full-Time Position

Contact: Michael Schwartz (michael@brandaiding.com)