

## Sales – Business Development Executive

As we build for the future, come join our 39 year old winning team, with one of the best custom sign companies in the country. If you have sales experience in the B2B building products, visual graphics or sign industry and are aggressive, professional, energetic and willing to work hard for great rewards, then look no further. We want to talk to you! We are looking for that special Sales – Business Development Executive whose role will be to:

- Prospect, qualify and close deals with clients within the defined target markets.
- Manage the sales process and coordinate with design, estimation, production, and installation teams on all types of interior & exterior signs, including directional and wayfinding, channel letters, pylon signs, EMCs, traffic, post & panel signs, and more.
- Ensure customer expectations are exceeded. This will be accomplished by providing the customer with a high level of customer service, thorough knowledge of the sign industry and related target markets.

### Primary Responsibilities

- **SALES:** Responsible for primary customer contact with accounts developed via prospecting, networking, referrals, etc. or as assigned by the GM/Sales Director. Hunter mentality with strong sense of urgency.
- **CLIENT RELATIONSHIP:** Develop and maintain client relationships for the purpose of providing service and products available through Apple Signs.
- **CUSTOMER SERVICE:** Maintain a high level of customer service through knowledge of the sign industry and related target markets. Service customer needs in an outstanding and timely manner.
- **PROSPECTING:** Generate business by building relationships in the community, networking and calling on customers. You must be a self-starter and detail oriented.

### Skills and Abilities

- Proficient in CRM, Microsoft Office and related project management software packages.
- Demonstrated proficiency in verbal and written communication.
- Strong organizational skills, ability to set priorities and meet tight deadlines.
- Ability to sell “value” and not just price.
- Ability to work on multiple projects simultaneously.

### Qualifications

- Bachelor’s Degree and/or 2 years related work experience.
- 2-3 years sign sales experience preferred.

**Compensation:** Competitive base + commission