



## Job Description

**Job Title:** Account Executive- Southeast Territory (KY, TN, NC, SC, GA, FL)

**Work Location:** Tekweld Office OR Remote within Territory)

**Reports to:** VP of Strategic Sales

### Who We Are:

Tekweld is a leading partner in the promotional product industry, offering a wide range of items like drinkware, health products, bags, and custom packaging. We're known for our commitment to customer satisfaction and are the preferred choice for businesses seeking promotional products and custom packaging solutions. Recently recognized as one of the Best Places to Work in the Promotional Products Industry by Counselor Magazine, this accolade reflects the dedication, creativity, and hard work of the Tekweld team. We prioritize fostering a workplace culture that values employee contributions, encourages professional growth, and supports work-life balance.

### Who We're Looking For:

At Tekweld, we strive to create a dynamic work environment by hiring passionate, committed, and driven individuals who can deliver a high-class customer experience. We seek reliable, motivated, and energetic individuals with a strong work ethic to join our team.

Our Account Executives are creative and solutions-oriented individuals with a passion for sales. They have the opportunity to work with a diverse range of clients and provide exceptional customer service and support while driving sales growth. The ideal candidate is teamwork-oriented and able to build strong relationships.

### Job Responsibilities:

- Communicate regularly with clients to identify and understand their product needs; identify and offer suggestions to meet those needs
- Develop relationships with existing and previous clients, alerting them of new products, opportunities, and enhancements that may be of interest
- Collaborate with the Regional Sales Team to brainstorm and draft sales opportunities
- Concurrently manage multiple accounts, deadlines, and ideas effectively
- Ensure client satisfaction through ongoing communication and relationship management; resolve any issues that may arise
- Maintain detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems using Copper CRM
- Meet and exceed monthly sales targets
- Provide exceptional customer service and support to clients
- Collaborate with other members of the sales team to achieve common goals
- Performs other related duties and projects as assigned.

**Required Skills/Abilities:**

- 1-2 years of promotional industry sales experience, preferably in an inside sales environment
- Strong verbal and written communication skills with the ability to present ideas effectively
- Ability to work both independently and collaboratively toward a goal
- Excellent organizational and time management skills with strong attention to detail
- Strong sales and negotiation skills.
- Proficient with Microsoft Office Suite/Google Suite
- Experience using Copper CRM software preferred

Tekweld is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.