

# Account Executive – Large Format

O'Neil Printing

## JOB DESCRIPTION

O'Neil Printing is a commercial printing company based out of Phoenix, Arizona. We are seeking an aggressive, high-energy seller who can build business partnerships that can transcend into new sales. This is a high-level, long-term business development opportunity for someone who is engaged in selling Large Format products and solutions to organizations. Duties and responsibilities include:

### Prospecting/Business Development:

- Working with the VP of Sales & Marketing to create a plan to achieve new business objectives, and execute established plan to meet or exceed business goals
- Prospecting to acquire new business (70-80% of the position)
- Maintaining a full pipeline of qualified opportunities at various stages of the sales process
- Serving as account owner—responsible for all sales strategy and introducing appropriate subject matter experts into the sales process as necessary
- Ensuring a smooth customer transition from sales team to customer service team

### Account Ownership:

- Retaining and identifying opportunities for growth with existing customers
- Monitoring customer relationships and developing strong, long-term client relationships through appropriate and timely contact, resolving issues, and achieving customer satisfaction
- Collaborating with operations and company leaders to facilitate new development opportunities
- Managing client information (keeping it accurate and up-to-date)
- Following up with client calls, gathering feedback, and identifying future opportunities
- Participating in a continuous improvement process as an advocate for client needs

### Forecasting/Informing:

- Keeping management informed by documenting sales activities for customers/prospects and creating accurate/actionable forecasts regarding pipeline
- Maintaining professional and technical knowledge by attending training meetings, reviewing industry publications, and participating in professional networking events

The ideal candidate for this position will have the ability to establish/maintain client relationships, be client-focused, and be a solutions-oriented thinker.

## JOB REQUIREMENTS

- Bachelor's Degree (preferred)
- 2 to 3 years of B2B (Business-to-Business) selling experience
- Proven track record in closing new business
- Experience selling Large Format products and solutions
- Proven ability to build relationships and network
- Strong business acumen

For additional information or questions, please contact us at [jobs@oneilprint.com](mailto:jobs@oneilprint.com)