



Sales Account Executive

Company:	GBS Corp	Location:	Cleveland, North Canton, Columbus Ohio
Status:	Full Time, Employee	Job Category:	Sales
Relevant Work Experience:	2+ to 5 Years	Career Level:	Experienced (Non-Manager)
Education Level:	BA/BS Business		

Job Description

GBS strives to hire individuals who possess the talent, experience, and knowledge to fulfill our employment needs. Associates of GBS enjoy a competitive salary, a comprehensive benefit package, and career advancement opportunities. GBS offers you the opportunity to utilize your skills, knowledge, and abilities to build a successful career.

Account Executive

Generates revenue by developing market potential through forecasting, lead generation, qualification, closing sales, and recommending new products and services.

Duties:

- * Identifies market potential by qualifying accounts.
- * Initiates sales process by scheduling appointments; making initial presentation, and understanding account requirements.
- * Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts.
- * Expands sales in existing accounts by introducing new products and services, and developing new applications.
- * Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- * Recommends new products and services by evaluating current product results; identifying needs to be filled.
- * Updates job knowledge by participating in educational opportunities.
- * Accomplishes marketing and organization mission by completing related results as needed.

Skills/Qualifications:

Commercial Print Sales Experience, Presentation Skills, Internal Communications, Informing Others, Verbal Communication, Closing Skills, Motivation for Sales, Sales Planning, Territory Management, Prospecting Skills, Persistence, Meeting Sales Goals

Qualified Candidates should submit their resume to hr@gbscorp.com