

Strategic Account Executive



Terryberry is looking for a competitive Strategic Account Executive to develop vertical sales strategies and attract new customers. This role is focused on specific industry verticals and companies with more than 1,000 employees. The candidate will respond to and manage leads from prospect to customer, source new sales opportunities, and close sales to achieve targets. The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, fielding and generating leads, and qualifying prospects.

About Terryberry

We are Terryberry, the recognition and engagement company that ignites employee success. While we have been in the business of employee recognition for +100 years, we are entering one of the most exciting times of our history as we transition to an employee engagement SaaS led organization. We are headquartered in Grand Rapids, MI; with locations throughout North American and the UK. Are you interested in joining a dynamic growth company which has a real purpose?

Email your resume to svanderleek@terryberry.com

Responsibilities

- Drive customer acquisition using various sales methods (lead generation, lead follow-up, presentations, etc.).
- Forecast sales, develop sales strategies/models, and evaluate their effectiveness.
- Grow Terryberry's business in defined industry verticals.
- Evaluate customer needs and add value based on Terryberry's products and strategies.
- Meet personal and sales targets.
- Research accounts, develop vertical strategies and follow through on sales leads.
- Attend meetings, sales events, and training to keep abreast of the latest developments.
- Report and provide feedback to management using financial statistical data.
- Expand client base and sales pipeline within assigned industry vertical using Salesforce.

Skills and Experience

- 3-5 years of proven sales experience.
- Track record of over-achieving target.
- Experience working with Salesforce or similar CRM.
- Familiarity with different sales techniques and pipeline management.
- Ability to utilize and leverage multiple technical sales tools.
- Extensive experience with PowerPoint, and other programs on the Microsoft Office platform.
- Strong communication, negotiation, and interpersonal skills.
- Able to work and be productive in a home office environment.
- Driven, self-starting, and self-motivated.