



Account Executive

FulfillNet, Inc. Company Profile

FulfillNet, Inc., an innovative and fast-growing marketing services company, is a leader in direct mail, fulfillment and contact management services with national and local clients such as Under Armour, Nautica, Shopko, the Green Bay Packers and the YMCA. FulfillNet excels in the use of custom software and database systems to earn and perpetuate its reputation for market leadership. We deliver innovative customer-focused solutions to support any market or business model. FulfillNet promotes a team oriented, energetic environment where having fun and achieving goals go hand-in-hand. At FulfillNet, hard work and dedication will be appreciated and recognized. FulfillNet is committed to providing excellent compensation, continuous training and a great benefit package. A position at FulfillNet will offer:

- Opportunity to develop in a progressive, growing company.
- Unique opportunities to learn and be involved in a company that emphasizes and utilizes technology as a tool to better service our employees and clients.
- Job advancement and enrichment opportunities.

Job Summary:

The ideal candidate will possess the ability to:

- Increase sales through new opportunities, cold calls, generation of referrals from clients, professional networking and current client base.
- Build and strengthen customer relationships
- Assure services consistently meet or exceed client expectations through excellent communication and interaction with both the client and internal company representatives.
- Develop and deliver business presentations and proposals. Provide new project specification with assigned company representatives including estimating and pricing of potential jobs and related opportunities.
- Assist in planning, organizing and implementation of sales programs and events.
- Participate in company marketing and sales efforts, prospecting, developing, quoting and closing sales.
- Coordinate and attend department and company meetings. Act as a liaison between clients and management.

Job Specifications

- Minimum 5 years sales experience with proven success in outside sales. Experience in fulfillment, print and/or mail industry preferred.
- Excellent oral and written communications skills. Able to effectively present information in one-on-one and small group situations.
- Possess an exceptional attention to detail, and the ability to analyze information and solve problems. Ability to follow instructions and work independently.
- Coordinate and organize meetings and/or special events.
- Negotiate and manage contractual arrangements.
- Entrepreneurial nature with the ability to work as an effective part of a larger team.
- Travel as needed.
- Bachelor's degree required.

Please respond to: hr@fulfillnetinc.com