

JOB DESCRIPTION

Job Title: Account Executive
Job Location: Seattle, WA
Department: Sales
Reports to: Director of Sales
Employment Class: Full-Time
Pay Type: Salary + Commission
Pay Range: Depending on Experience

Neurilink provides best in class, audio and video systems for some of the Northwest's premier brands. With offices in Boise and Seattle, Neurilink provides 360-degree service and support throughout Idaho, Washington and Montana.

ACCOUNT EXECUTIVE RESPONSIBILITIES:

- Generate new business
- Prospect, develop an active pipeline & communicate with current clients
- Sell annually at least \$2 million in products and services
- Timely respond to phone calls & emails from clients and colleagues – same day 24-hour standard
- Fill out weekly sales update and provide to Director of Sales; actively participate in company meetings
- Choose organizations to be involved in the local community/networking intent
- Proactive and value added client interactions; touch base with clients once per month and record activity in CRM; provide first-in-class customer service and ask for referrals
- Gather relevant information about client needs; submit a completed design request to design
- Become an expert in Neurilink's product offerings
- Prepare quotes and present plans to clients
- Follow up with client upon job completion and supplement solution training
- Regularly complete continuing education in sales, product knowledge and business development; minimum of 4 hours per month

ACCOUNT EXECUTIVE QUALIFICATIONS:

- Proven track record of sales and account management success
- Five+ years in the audio visual industry with a manufacturer, rep or integrator
- Five+ years of technology sales experience
- Highly motivated to be a rock star sales person
- Bachelor's degree
- Excellent verbal and written communication skills
- Ability to self-motivate and self-manage time to reach sales targets

BENEFITS:

Neurilink offers a competitive compensation and benefits package. This package is inclusive of a moderate base salary with additional commissions based on exceeding projected sales quotas, available health benefits, 401k investment opportunities, as well as technology tools needed to perform the job responsibilities.