

Stran- Strategic Account Executive

Stran & Company is seeking **Strategic Account Executives** who are proactive self-starters capable of building solid professional relationships and hunting for new opportunities utilizing our broad range of products, services, and capabilities at their disposal. The ideal **Strategic Account Executive** will relentlessly seek ways to proactively innovate creative ideas to new and existing clients to maximize sales results. Stran's goal is to continuously attract and attain more clients by creating insistence for our products and services, thereby giving us the opportunity to deliver outstanding client experience.

You are proactive, impatient, and a charismatic communicator. You can “read” people and are valuable in the organization because of your ability to “persuade” to accept change or new ideas. In the sales arena, you are effective not only with your poised influential communication style, but more times than not remember to follow up on the details if it drives you closer to the vision for the goal. Stran & Company is looking for a **Strategic Account Executive** that is driven to succeed in everything you do and never satisfied with the status quo.

Strategic Account Executive responsibilities:

- Business development, strategic account development, and client management.
- Internal task management, review of sales performance data analytics, and administrative functions.
- Sales Team leadership, coaching, guidance, training, continuous improvement, and best proactive development.

If you're ready to work with a team that is hungry for growth, then show us why we can't pass up the chance to talk to you. This position requires at least two years of Promotional Products Industry sales experience. Proven/demonstrated sales experience generating new client opportunities, converting leads, and developing a portfolio of accounts. Stran & Company is guided by the following Core Values:

- Client Focused
- Accountability
- Continuous Improvement
- Respect & Teamwork
- Integrity

Our Team is comprised of people who identify with and demonstrate our Company's Core Values in all interactions with fellow team members and clients. If you identify with our values and are seeking a role and company where you can truly make an impact, we would like to talk with you about joining our Team as a **Strategic Account Executive**.

Recognized in our industry as a “Best Places to Work” and “Top-20 Distributor” we are a fast paced, entrepreneurial organization looking for people like you who thrive in a creative & independent environment. This position offers unlimited earning potential with a draw or salary plus a generous commission structure, incentives based on meeting and exceeding sales goals, a 401K retirement account with a 3% company match, and several additional perks and benefits. If you're looking for a workplace where your voice is heard, your ideas are encouraged, and you are valued for your contributions, then Stran & Company may be a great fit for you.

- Serious Applicants Only