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Account Executive

Star is a company with a unique culture. We believe that nurturing the growth and creativity of our employees leads to empowered teams that help our clients engage, connect, and convert their audiences. Star specializes in the design, manufacturing and implementation of trade show, retail, corporate interior and live event marketing solutions for an array of Fortune 1000 clients. As an Account Executive at Star, you will introduce prospects to the marketing solutions Star provides and turn them into loyal, longtime customers. You thrive on interactions with people and you get great satisfaction from helping companies thrive.

Description

As an Account Executive, you are a leader in sales, product and service knowledge, and you are highly influential in how you engage with prospects. You know how to turn lukewarm customer response into intense interest and you always meet or exceed your established performance goals. You're proud to represent Star, and you exemplify that in all your interactions with prospects and clients.

Required Qualifications

- You are a competitor who enjoys the chase and plays to win.
- Your \$1million sales goal energizes you and makes you look forward to going to work every day.
- You are genuinely interested in people and like to get to know them on more than just a superficial level.
- You are a glass half-full person. You think in terms of solutions, not problems.
- You are self-directed and motivated. You see unreturned calls as a challenge, not a defeat.
- You are brave. You jump in with both feet, no matter how scared you may be.
- You are not easily intimidated. You are comfortable talking to a CEO.
- You have strong communication skills — you are poised, articulate, and a good listener.
- You like to work hard and play hard.
- You are flexible. 9 to 5ers need not apply. Your work hours and schedule will be based on business needs.
- You want to work for a company that is all about building -- be it a relationship, a trade show exhibit, a retail display, a corporate interior, or an event.

Preferred Qualifications

- You have knowledge of and contacts in the trade show, retail and corporate interior, and event industries.

Star offers a competitive salary and full benefits. Qualified candidates are encouraged to submit a resume to Human Resources at hr@engagestar.com.

EOE