



Account Executive

At STAR, we specialize in the custom design and manufacturing of physical experiences. Our clients' needs range from exhibits, retail and corporate environments, and branded events. Wherever a brand lives, STAR is there to make it shine.

At this time, STAR has an open position for a superstar Account Executive (*full-time, exempt*). This role is critical in hunting and acquiring prospective and new business opportunities through solution-based sales.

The responsibilities of this position include, but are not limited to:

- Identify and pursue viable new business relationships and opportunities in the tradeshow, retail and event marketing spaces through solution-based, consultative sales techniques
- Deliver to the annual sales plan through prescribed sales activities, achieving and exceeding revenue goals and margin expectations
- Research target markets and clients to identify prospects
- Collaborate with internal teams to develop compelling proposals and designs that demonstrate the value of the STAR partnership
- Manage successful transition and handoffs to client services team to ensure client satisfaction

The ideal candidate for this job will possess a collaborative spirit, a commitment to exceeding client expectations, fanatical attention to detail, and an exceptional ability to manage assigned tasks and timelines.

Preferred Qualifications:

- 5+ years success in a solution-based business development role, preferably with experience in events, tradeshows, retail, agency or interior design
- Ability and desire to generate, prospect and qualify leads
- Marketing mindset
- A strong network
- MS Office and Internet proficiency required. HubSpot (or comparable CRM experience) desired
- Comfortable presenting, preferably experience with senior leadership and decision makers
- Ability to travel up to 25%
- Willingness and ability to work beyond 40 hours/week during peak periods to ensure client needs are met

STAR offers a competitive salary and full benefits in an engaging and collaborative work environment. Qualified candidates committed to making a strong impact in a thriving organization are encouraged to submit a resume and salary history via email to hr@engagestar.com or by mail to STAR, Attn: Human Resources, 6688 93rd Avenue North, Minneapolis, MN 55445. STAR is an equal opportunity employer.