



Account Director

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 an Account Director (*full-time, exempt*). This role is critical in partnering with key clients to grow their business through collaboration with internal teams focused on developing innovative marketing solutions to meet the clients' objectives.

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

- Expand business opportunities with key clients through the pursuit of additional service offerings using a solutions-based sales approach identifying the clients' needs, goals and vision
- Build and maintain relationships with clients at management and key-decision maker levels
- Provide direction during project ideation and oversight of project progress to provide a total brand package
- Lead the client facing aspects from project delivery to financial results with the goal of exceeding clients' expectations
- Meet annual sales growth objectives, including account prospecting
- Explore and understand the competitive landscape for us and our clients
- Represent STAR and our value proposition to clients and in the marketplace

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.

Qualifications:

- 5+ years in a sales role with a proven track record of acquiring and growing accounts
- 3+ years of leading or managing projects
- 2+ years of marketing experience
- A strong network
- Experience in solution-based selling, preferably with experience in events, tradeshow, retail, agency or interior design
- Comfortable presenting, preferably experience with senior leadership and decision makers

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.