

## Job Position Description: ImageSet Account Executive

**ImageSet, a leading Houston-based Marketing Services Provider is seeking an Account Executive with experience in outside sales. Our diverse client base includes many of the leading retailers, corporate marketing departments and creative firms in this region. If you are professional, enjoy sales and have experience in graphic services and marketing communications, we are interested in talking with you!**

### Responsibilities:

- The primary responsibility of the ImageSet Account Executive is to identify and develop new business opportunities, while expanding on existing client relationships and closing sales.
- Our Account Executives actively participate in the development of value-based marketing services which are offered by ImageSet. These offerings include:
  - Printing Services
  - Large Format Printing
  - Integrated Direct mail campaigns
  - Web-to-Print Solutions
  - Targeted Marketing Programs
  - Creative Services and Web Development
- As an Account Executive, you will be responsible for developing a plan for growing sales opportunities, closing new business and providing sales projections.
- You will enjoy being part of a successful sales team focused on utilizing innovative enabling technologies to help our clients achieve success in their own organizations.

### Requirements:

- We are looking for a confident individual with strong communication skills and a passion for providing exceptional customer service
- Must be able to demonstrate problem-solving capabilities
- Understanding of digital print technology and solution-based programs associated with this technology is preferred
- Strong presentation and proposal development skills a plus

### Compensation:

- Base salary + commission
  - Monthly auto and expense allowance
  - Annual membership fees for approved professional organizations
  - Benefits including Medical, Dental, 401K
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