



## **Outside Commercial Account Executive Baltimore-Washington Location**

### **Summary:**

Prospects, secures and maintains client's relationships that ensure the profitable sales growth within an assigned sales territory.

### **Essential Duties and Responsibilities:**

- Manages the business relationship with prospects, targets and potential accounts within an assigned sales territory. Negotiates pricing and contracts as appropriate. Ensures that all approved contract terms are met.
- Prepares and delivers sales presentations follow up with key decision-makers to answer questions and maintain company/client relationships.
- Develops and presents comprehensive sales plans and presentations (sales, marketing and programs/strategies) to secure contract agreements with target accounts. Involves the Sales Supervisor, District Sales Manager and Controller in sales activities and pricing as needed.
- Meets regularly with key decision-makers within assigned accounts/territory to enhance IESI's position and continuously show the value that IESI offers.
- Conduct's on-site client reviews to ensure that quality service is effectively delivered, documents deficiencies and recommends corrective action as appropriate.
- Maintains an awareness of market dynamics and competitors' activity in areas where IESI conducts business.
- Develops and implements approved strategies to increase account penetration to ensure client retention.
- Meets with operations management as appropriate to coordinate sales and service efforts for assigned accounts/territory.
- Achieves sales activity and revenue goals as directed.
- Prepares and maintains all sales documentation: Sales Funnel thru ACT Program, Client Profile, Weekly Sales Plan, Sales Activity Report and other reports as requested.
- Participates in special projects and performs other duties as assigned.
- Assists A/R Department in collection efforts in assigned territory.



**Qualifications Requirements:**

- Bachelor's Degree in Business Administration, Marketing or the equivalent preferred plus a minimum of two years experience in the service industry maintaining and developing client relationships.
- Thorough knowledge of account service requirements and marketing/presentation and sales techniques required.
- Excellent oral/written communication and negotiation skills required.
- Excellent telephone and telemarketing skills required.

Please submit application or resume to [mgrillo@iesi.com](mailto:mgrillo@iesi.com). IESI is an Equal Opportunity Employer.