



Sales Executive

Post Date: August 2009
Title: Sales Executive
Location: Carmel, IN
Job Type: Full-Time
Relevant Experience: 3-5 years
Education Level: Bachelor's Degree

About the Job

Are you looking for a great place to work, where you can utilize your talents and skills to help a successful business grow even further? TCA Marketing is a premier, full-service promotional marketing company based in Carmel, IN. For more than a decade, we have experienced consecutive years of double digit growth by providing a full range of solutions to benefit our clients while executing strategies with flawless precision. We embrace our values of Passion, Excellence, Inspiration, Professionalism and Integrity in our decision-making, our everyday activities and in our employee, client and vendor relations.

We have a very clear vision for the future: To become the best in the industry through the eyes of our clients, vendors, employees and partners. The Sales Executive is an integral part of our vision to acquire high-volume clients and establish long lasting partnerships. We are hiring individuals who are self-motivated, can achieve aggressive sales goals and possess the necessary skills to build client partnerships through our proven relationship-based sales process. A team player focused on achieving top-tier results is a must.

Primary Responsibilities:

- Identify, prospect and acquire ideal clients
- Establish relationships with existing clients to retain and grow their business
- Accountable to daily measurable activities
- Accountable to weekly net-new opportunities
- Accountable to aggressive quarterly quota to performance measures
- Listen and understand customer needs to create and propose custom/innovative solutions
- Work closely with sales assistant and distribution manager to ensure on-time, flawless delivery of solutions to clients

Skills Required:

- Minimum of 3 years promotional products industry experience
- Proven record of new business growth through defined metrics
- Excellent interpersonal skills necessary to cultivate and maintain long term relationships
- Excellent organization, time management and attention to detail skills
- Self-starter, motivated, and accountable to sales/revenue targets
- Strong team player with desire to grow personally and professionally

TCA Marketing provides an attractive commissioned based compensation structure and a comprehensive benefits package. We hire exceptionally talented individuals motivated to execute the company's vision. We provide a healthy, fun and energetic environment for our employees to prosper and pursue their goals. We have a great story to tell. If you are interested in helping us write the future chapters, please send your resume and requirements to:

Email: careers@tcamarketing.com

Fax: 317-571-2381

www.tcamarketing.com