



## ABOUT SNP

Founded in 1992, SNP is a dynamic company that evolves quickly to meet our customer's needs. Our mission is to make our customer's message as clear and memorable as possible, a feat we accomplish through *content* support, *communications coaching*, and *creative* development. We recognize that no two customers are the same and our approach can't be either. This means that our employees must be as adaptable and creative as our methods, and must thrive in our fast-paced, collaborative work environment. Join us in searching the world for good people and helping to make their truth persuasive.

As an Account Executive you are dedicated to growing and expanding SNP's relations. You are responsible for driving SNP's business to the next level by expanding the existing customer base and generating revenue from generated leads. Our work is as vibrant and impactful as our customers. An Account Executive should be able to deliver our core message by maintaining a deep understanding of our product and upholding our values.

### You're responsible for:

- Working with Creative Directors and Strategic Account Managers to develop growth plans with customers
- Generating warm leads through existing relationships
- Identifying product/service improvements and opportunities by staying current on customer industries and service offering trends
- Building and maintaining relationships across our wide-ranging customer base
- Ability to deliver SNP core offerings

### We'd like you to have:

- Bachelor's Degree
- Experience with innovative and high tech companies
- 5+ years successfully selling in the services/consulting world
- Experience growing existing relations as well generating revenue from scratch
- Profound motivation for sales success
- Strong people skills, including the ability to work with a wide variety of personalities, read a room/audience, and deal with multiple levels of leadership
- Excellent time management: you must be able to balance the different components of this role



- A flexible, dynamic working style in the face of changing requirements
- A willingness to travel

#### While being:

- Fun with a good sense of humor
- High energy
- Entrepreneurial and independently minded to get your job done
- 100% accountable to your colleagues, customers, and work
- A people person with strong presence and confidence who customers and colleagues love to be around
- A smart, nice, person (and you should understand why)
- Confident enough to ask questions and bring ideas forward
- A team player who is comfortable working in a highly autonomous, fast paced environment with a flat management structure

#### With these skills in your back pocket:

- Presentation delivery
- Customer relationship building
- Negotiation
- Sales goals achievement
- Sales planning

To apply, please submit your resume and a cover letter to [careers@snpnet.com](mailto:careers@snpnet.com)