

Account Executive in New York City

Bey Designs is a new start-up with an innovative and one-of-a-kind gift product line. We are innovative designer and producer of sustainable gifts and furniture. Our products have been very successful in Europe and we are in the midst of replicating that success in New York City.

This is a great opportunity for a motivated and articulate sales executive to get in early with a growing company that has a lively start-up culture. You'll be a key member of our team, representing the company in New York City.

The ideal candidate will have sales experience in business to business and will have a great understanding and know-how of gift industry. We're looking for a self-starter with proven leadership, innovation and drive. If you love a challenge, aren't afraid to get your hands dirty and thrive in an unstructured, fast-paced environment, this position may be right for you.

Responsibilities:

- Work directly with business/organization prospects to create relationship and sell our products through their distribution channels.
- Visit organizations and present the products
- Manage and handle orders, maintain customer services, and manage the transaction process
- Become expert in gift and furniture industry, understand the trends and needs of our customers
- Forecast sales activity and revenue achievement for customers

Required Qualifications:

- 2 years of B2B sales experience
- Track record of success against quota in past positions
- Detail-oriented with strong attention to tactical execution and follow-through
- Excellent communication skills, both verbal and written
- Bachelors degree

Desired Skills & Experience:

- Experience selling gifts and/or furniture to enterprises and organizations
- Innovative thinker with high degree of initiative and self-motivation
- Ability to work independently with minimal direction
- Understanding of financial and investment concepts such as ROI and NPV
- Enthusiasm for using and explaining the benefits of cloud technologies

Travel:

Light

Compensation:

Salary plus commission

Apply:

Send resume and cover letter to info@beydesigns.com