

## About SNP

Founded in 1992, SNP is a leadership communications company. Our mission is to make our customer's message clear and memorable. We accomplish this 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 SNPers are adaptable and creative, and must thrive in our fast-paced, collaborative work environment.

As a Senior Sales Executive, you are responsible for driving revenue through selling our services. This includes sales growth within existing customer accounts, as well as generating new customers. Our work is as vibrant and impactful as our customers. A Senior Sales Executive must be service-oriented at the core. You should also be able to deliver our core message by maintaining a deep understanding of our work and upholding our values.

## You're responsible for:

- Developing growth plans with customers, working alongside with Creative Directors and Strategic Account Managers to accomplish growth in designated markets
- 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
- 5+ years successfully selling a service portfolio
- Experience with innovative and high tech companies a plus
- 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
- A professional network

#### 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

If you think your skills and experience match what we're looking for, please submit your resume and a cover letter to [careers@snpnet.com](mailto:careers@snpnet.com)