



SUCCESS PROFILE

Senior Sales Account Executive - Hybrid

Spry, Inc. is recognized as one of the industry's top performing leaders in print, promotional products, office supplies, and distribution. Our firm helps clients market and manage their brands with absolute efficiency. With nearly 40 years in the industry and our continued growth, we are actively seeking driven leaders who are motivated to grow with us.

ESSENTIAL FUNCTION:

The Senior Sales Account Executive - Hybrid will have the responsibility of generating new sales opportunities, while achieving and striving to exceed goals for sales growth. In addition, newly acquired clients shall be managed in this role through the Foster – Maintain – Grow model. The Senior Sales Account Executive - Hybrid shall be self-motivated, helping to build strong client relationships with key executive level contacts, while generating new profitable and partnering clients. Spry is a fast-growing company, so flexibility and dedication to outperforming our client's expectations is essential.

PRIMARY DUTIES AND RESPONSIBILITIES:

The following duties and responsibilities are crucial in the daily execution of the position:

- Develop, manage, and maintain the client experience standards, tools, and checklists for successful “foster/maintain/grow” strategies for acquired or assigned Top 30 accounts
 - Responsibility to maintain the C-Suite relationships with acquired or assigned accounts
- Meeting assigned goals of contracts signed, touchpoints and visits completed, growth within accounts, and furniture sales – to remain in “good standing”
- Sales responsibilities focused on identifying, developing, signing, and managing new or hot leads and follow-up strategies from prospects gained
- Track and log contacts within CRM or applicable tools
- Comply with all sales and operational SOPs
- Participating in ongoing training and development
- Foster the positive corporate culture climate
- Resolving escalated client experience issues in a timely manner
- Maintains professional working relationships with outside business partners and vendors
- Maintain constant communication and email responsiveness within 24 hours of receipt
- Other leadership, supportive, collaborative, or independent responsibilities as assigned
- Execute all responsibilities in alignment with the company's EOS principles to drive accountability, collaboration, scorecards, and organizational success.

CORE COMPETENCIES:

- **Customer Experience:** Leads the organization in understanding the customers' wants and needs to screen all decisions and actions; ensures that the customer's perspective is taken fully into account. Creates and reinforces a positive customer experience mindset throughout the organization.
- **Sense of Urgency:** Holds associates responsible for their actions and results. Acts with urgency when resolving associate, customer or business problems.
- **Technical Competency:** Understanding computer systems and ability to navigate and execute effectively with various types of technology. Microsoft Office proficient.
- **Team Skills:** Values diverse people; shares ideas, communicates honestly and respects others. Communicates effectively with others from diverse backgrounds and perspectives and adjusts communication style, as appropriate. Builds mutual understanding, consensus and support among team members by communicating in a way that promotes understanding and commitment.



YOUR BRAND OPTIMIZED & DELIVERED

- **Attentiveness:** Understands the need and has the ability to perform duties with high attention to oversight and accountability.
- **Problem Solving Skills:** Creates a "can-do" environment; encourages others to be enthusiastic about identifying opportunities, solving problems, dealing with change and executing with speed and purpose. Helps associates envision personal benefits and positive outcome of change. Makes decisions quickly based on available information and appropriate assessment of risk.
- **Two Way Communication Skills:** Communicates to team and keeps team abreast of information needed to perform their job. Creates an environment where people feel free to speak open and candidly. Sets the stage for productive conversations.
- **Influence and Persuasion:** Ability to gain others' support for ideas, proposals, projects, and solutions. Planning and delivering oral and written communications that make an impact and persuade the intended audience.

MINIMUM QUALIFICATIONS & SKILLS:

- Bachelor's Degree – minimum, or tenured relevant experience
- 10+ years of experience in related field (i.e. sales, business, client service)
- Ability to navigate computer proficiently, with programs or software systems experience
- Ability to plan effectively
- Self-Motivated and highly organized
- Excellent communications skills (oral, presentation, written)
- Travel – ability to travel to client, tradeshow, prospecting, or other Spry locations

COMPENSATIONS AND BENEFITS:

- Full-Time, Exempt, Salaried, Commissionable position
- Eligible for company sponsored health and ancillary benefits and 401K matching, according to benefit timelines
- Employer paid Group Life coverage
- Paid-Time Off (PTO) in accordance with company policy