

So here's the deal; we're looking to hire a **Sales & Development Executive**, someone responsible for generating new business opportunities. Meaning we want someone who can identify prospects and eventually pitch our unique services to those prospective clients. We could make it sound hoity-toity or fancy-shmancy (take your pick) but, really, this job is about bringing in new business. Once a pitch is scheduled you will be part of a pitch team to win the business. After the business is in house, you will also check in to make sure the clients you helped bring in are happy, including advising the A/E on ways to further help those clients.

Weber Advertising & Marketing, Inc. has been in business 22 years and we routinely make Central Penn Business Journal's top 10 agencies. Our unique ability to get stuff done ensures our clients stay satisfied. Check out our website, no other ad agency offers more services than Weber Advertising. No job is above us or below us, which is why our client retention rate far exceeds the industry. We have multiple clients that have been with us for over 20 years. We are a fun place to work and slightly irreverent. Our goal is to achieve profitable growth, be a place where people enjoy working and where overtime is kept to a minimum.

Primary Responsibilities:

- This position is about bringing new business to Weber Advertising
- Identify and Engage Potential Clients
- Be a vital part of the pitch team
- Ensure client satisfaction through periodic conversations

Qualifications

- College Degree
- Minimum 3-5 years of experience selling professional services
- Demonstrated ability to think strategically and create unique ways to reach prospects
- Demonstrated ability to convert prospects into clients
- Demonstrated ability to be disciplined
- Ability to Make Decisions with Wisdom

Attractive Characteristics

- A true creative thinker
- Someone who likes to laugh and doesn't take themselves too seriously
- A caring attitude and a passion to be fair to clients and the company
- A desire to double your salary through our commission and bonus program
- The right candidate should be very high energy

Salary of \$60k-\$80k+, depending on experience, with the opportunity to double your salary with additional bonus and commissions for new business.

Comprehensive benefits package including retirement package with a company match, medical, vacation/holiday/sick pay.