



**Job Title:** Account Executive

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**Department:** Sales

**Reports To:** President

**Seniority Level:** Mid-level

**Employment Type:** Full-Time

#### **ABOUT ANGIE'S WHOLESALE GROCERIES**

Angie's is a wholesale Italian food distributor servicing the Southern California area. The company is a 2<sup>nd</sup> generation family-owned and operated business, servicing pizza parlors and Italian restaurants since 1977. We are committed to our vision "We provide our customers with good quality products, competitive prices and superior service because we value them as our family." We are looking for reliable, hardworking and responsible employees who want to grow with the company. Star performers have the ability for growth in other departments within the company.

#### **JOB SUMMARY**

The Account Executive is a mid-level sales position who serves as a developer of new business accounts within a specific territory as well as being the primary relationship owner for an assigned group of existing accounts with responsibility for retention and growth. Ensure clients derive maximum value from our products & services. Prepare implementation plans and lead client on-boarding. Work closely with prospective and existing accounts to identify needs and be responsible to achieving a specific monthly, quarterly & annual revenue goal for the company.

Prepare and deliver effective client presentations to stakeholders at all levels of an organization up to the C-suite. Deliver regular status and result updates to internal and external teams. Identify new opportunities from within existing accounts as well as identifying and pursuing new opportunity accounts. Develop a deep understanding of client's individual needs and experiences to head off potential issues before they become problems.

#### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

Including the following. Other duties may be assigned.



- Engage new and existing accounts to provide value around how they can be more successful with our current product offerings and services.
- Proactively and efficiently manage resources to ensure customer satisfaction and outcomes.
- Ability to establish and manage customer relationships.
- Ability to handle multiple sales cycles simultaneously.
- Align the overall corporate solution to the customer's business needs, challenges, and specific requirements.
- Strong interpersonal and communication skills: writing, editing, and presenting.
- Ability to solve complex problems.
- Resolve customer complaints and issues pertaining to orders, products and/or deliveries.
- Work directly with customer service to maintain customer account information and accurate order guides.
- Build and maintain a consistently strong sales pipeline.
- Identify new opportunities for revenue generation.
- Replace incumbent suppliers.
- Travel to assigned territory daily to meet with current and prospective accounts.
- Ensure collection of past due invoices from accounts.
- Participate in product trainings, all hands meetings and company events.
- Assist Marketing with distribution of sales materials, product guides, newsletters, etc.
- Provide a consultative sales approach to clients.

#### **QUALIFICATIONS AND REQUIREMENTS**

- Bachelor's degree or equivalent work experience preferred.
- Minimum of 2 years' experience in related outside sales, restaurant food sales.
- Minimum of 2 years' experience as a direct contributor carrying an individual quota.
- Ability and experience selling to all levels within an organization including C-Suite level.
- Experience managing and directing the entire sales cycle from lead generation to close of sales.
- Candidate will be strategic in finding new business using technical knowledge and skillset.
- Creation and execution of quarterly and annual business plans.
- Good executive presence, communication skills, and credibility.
- Proven track record of consistently meeting and exceeding assigned monthly, quarterly, & annual revenue goals.
- Attentive to forecasting and business reporting responsibilities.
- Strong CRM skills.
- Strong skills using Microsoft Office products, especially Excel, Word, Outlook, PowerPoint, and Microsoft Teams.
- Valid driver's license and mode of transportation to visit accounts on a daily basis within Southern California.