

THE ALPHAFORM GROUP

3-DIMENSIONAL EXPERIENTIAL MARKETING SOLUTIONS

The Alphaform Group, a face-to-face experiential marketing company that specializes in the design, fabrication, and program management for trade shows, business environments and events is seeking an Account Director to aid in growing their client base and managing existing clients. The successful candidate must be a self-starter who can present well and develop tailored presentations to Fortune 500 companies.

Responsibilities:

- Manage key accounts assigned by Director of Sales
- Prospecting and developing new business
- Developing sales approach and strategic planning
- Take leadership in preparing new account proposals/presentations
- Presenting in person too small or large groups of professionals
- Travel to location of deliverables
- Regular weekly reporting
- Meeting sales targets

Qualifications:

- At least 5 years experience in exhibit and marketing program sales
- Tradeshow and event experience is an asset
- Bachelors Degree in Business, Communication or Marketing
- Strategic planner
- Solid organizational, communication & presentation skills
- Strong conflict resolution skills & ability to multi-task
- Energetic & self-motivated

While this position is demanding and requires a dedicated sales professional, it is also a great opportunity for an individual who is innovative, competitive and enjoys the challenges and rewards that come with success!

Compensation will be a base draw and commission, (amount dependent on experience and potential) plus reasonable expenses.

To apply, please email resume & salary expectations to info@alphaform.com