

Title-Sr. Account Executive for Direct Mail Inserts
Location- Fairfield County, CT
Salary- \$55-75k
recruiter- Ezullo@smithhanley.com

My client, a direct marketing service provider, is looking for a dynamic Sr. Account Executive. The successful candidate will be able to show in-depth experience and ability to source, pitch, and secure new accounts, as well as service existing accounts. This position requires a high level of energy, professionalism and salesmanship.

The ideal candidate will possess:

- " A bachelor's degree in Marketing or a related field.
- " 2-5 years of experience in Insert Media account sales and management, ideally in prospecting.
- "Strong sourcing, negotiating, and communication skills, along with a dynamic personality and a distinct "above and beyond" client service mentality.
- " The ability to prioritize and handle multiple projects simultaneously and independently, be self-motivated in performing in a fast paced environment, compile and analyze campaign results, and maintain a high level of detail, organization, and accuracy.
- "Comfort and ability in preparing and presenting materials to prospects and clients with proficiency in Power Point and Excel a definite plus

Qualified candidates please send resume to ezullo@smithhanley.com.

For more opportunities in direct marketing PLEASE visit my website www.smithhanley.com

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