

Environments

Environments is seeking a passionate and experienced **Business Development Account Executive** to join our team and help create spectacular workplace environments.

Environments is an organization recognized for designing, consulting, procuring, and installing workplace solutions. We use leading research, product and workplace expertise, to help organizations leverage their space as a differentiating tool.

Our culture is open, employee centric, and entrepreneurial.

Environments passionately pursues a high quality of customer satisfaction, which creates a rich climate for individuals who contribute to an open mind of ideas toward continuous improvement and solutions solving customer problems.

The **Business Development Account Executive** is responsible for building our market position by locating, developing, defining, negotiating, and closing business relationships by performing the position scope listed below.

Position Duties

- Manage all aspects of the sales cycle from negotiation to close
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective customers to promote the company's products/services while addressing and predicting the customer's needs and objectives
- Respond to bids and creates proposals
- Build long-term relationships with new and existing customers
- Forecast and meet mutually agreed upon annual sales goals

Desired Skills

- Highly developed written, verbal and interpersonal communication skills
- A prospector who naturally spends 50% of their time developing new business
- Self-starter with a "can do" personality that leverages resources and the contributions from team members
- Thrives on Sales growth and wants to be instrumental and passionate in leading Environments as the dealer of choice in the market
- Embraces a style of accountability, continuous improvement, and acts with a sense of urgency
- Exceptional organizational, time management, and presentation skills

Qualifications:

- A minimum of three years of successful sales experience
- Unquestionable integrity and trustworthiness
- Knowledge of workplace strategy preferred
- Bachelor's Degree
- Proficiency in MS Office Suite

Environments is an EEO employer. For more information about us, please visit:

<http://environmentsnw.com/>

For consideration, please respond to this posting with your resume, list of potential references and a cover letter with relevant experience attached and salary requirements.

Email aimeeg@environmentsnw.com with subject: **Business Development Account Executive**