



## **ACCOUNT EXECUTIVE**

### **Letter from Inspired Results' President of Growth, Amy Tiller:**

Are you passionate about innovation and leading diverse teams to success? Do you thrive in a fast-paced, collaborative environment? Do you want to help conquer a new frontier for an entire industry? If so, read on!

Inspired Results is looking for an Account Executive to manage and develop client relationships. To this person, clients are the highest priority. You will always look out for our clients' best interests by staying dedicated to continuous improvement, transparency, open communication, and proactive problem-solving.

What's our ultimate secret to success? We hire A-players who are the right fit for our company, placed in the right fit role, and given the freedom to drive results. Inspired People are our not-so-secret weapon to success and client happiness. We know that we are all stronger when we help each other, recognize each other's contributions, and help to support our teammates – every step of the way.

At the heart of this role is someone passionate about delivering inspired, customer-focused solutions. Our teams oversee every step of the process, from concept and design, through development and deployment, and across the support life cycle. Your industry expertise will help to guarantee success!

If you're looking to work at a company that's unlike any other, read on learn more about the position and consider being a part of our brand management revolution!

Best,

**Amy Tiller**  
**President of Growth**

# ABOUT INSPIRED RESULTS

## What we do (in a nutshell)

Inspired Results is leading the brand management revolution. We've spent 60 years mastering the print and promotions lifecycle—and apply this expertise to advance marketing, boost business, and increase your bottom line. Our service-obsessed team is committed to creating comprehensive brand solutions and evolving our industry as a whole.

In short, we simplify the execution of our clients' brands through print, promotional, fulfillment, and integration solutions.

## Our guiding principles

**One powerful word describes Inspired Results' mission: Partnership.**

Partnership is the epicenter of our business. This means we listen to our clients, making every effort to wow them by delivering remarkable service. Inspired Results is fanatical about anticipating and delivering comprehensive solutions that will help our clients thrive.

Inspired People live our values every day – we live and breathe our core tenets. In every action we take, we aim to Inspire by Excellence, Empower by Accountability, and Define by Results.

Our ultimate vision is to lead the brand management revolution. We're blazing new trails for our industry by creating innovative, inspiring solutions for our clients. We dare to be pioneers by continuously evolving and vowing never to accept the status quo – while always protecting our clients from risk. To us, innovation means leading by example and inspiring others to follow in our footsteps.

## Ready to jump in?

We believe in innovation powered by people: our abilities to anticipate, scale, react, and respond all stack up to bring inspired results to our team, our customers and our suppliers.

Are you ready to be part of this equation? Read more about what it takes to be part of our team!

# Are you our ideal Account Executive candidate?

At Inspired Results, the Account Executive is the fulcrum that informs the right balance between resources and expertise.

More specifically, you'll manage the sales activity of existing accounts, and work to cultivate new lead opportunities in both Portland and Seattle markets. You'll drive successful customer relationships through meaningful revenue targets and open communication cross-functionally in departments such as customer service, IT, operations, and marketing. In this role, you will:

- Develop and maintain excellent partnerships with all client contacts.
- Act as the primary client contact responsible for management of client relationship and projects.
- Ensure clients' goals are achieved on time, on budget, and exceeding their inspiration!
- Work closely with internal teams to inspire collaboration and commitment to the common goal.
- Focus on increasing margins and identifying new opportunities.
- Provide clear and timely solution-oriented communication to external accounts and internal team.
- Demonstrate in-depth knowledge of client's brand business, language and culture.
- Establish and communicate budget and schedules for each project.
- Develop new business opportunities within existing accounts.
- Meet deadlines, juggle multiple projects and work independently in a fast-paced culture.

## Our ultimate goals for you:

- Build and maintain long-lasting partnerships through a consultative selling approach, supporting all our business lines – print, promotional, and fulfillment, and technology integration.
- Grow your client base through new opportunities with existing clients and identifying new clients in your market.

## The must-have traits for our dream candidate:

- Strong customer service orientation
- Driven and goal-oriented
- Focused sense of urgency and commitment to complete tasks
- Able to work under pressure and close deadline
- Able to prioritize: willing and able to make difficult decisions
- Creative, with the ability to develop innovative solutions
- Strong communication skills at all levels of an organization, with both business and technical team members internally, with clients and suppliers
- A team player with strong leadership skills
- Strong people-management and project-management skills
- Comfortable with taking calculated risks
- Strong training and presentation skills
- Excellent negotiation and sales skills

**To be qualified, you'll need this experience in your back pocket:**

- Degree in Business Administration, Management, or related field
- 5-7 years as sales professional
- Demonstrated success selling and managing client relationships in high-growth organizations
- Experience with print and promotional solutions
- Exceptional verbal and written communication skills
- Advanced computer program skills like Microsoft Word, Excel, etc.

**Beyond a fulfilling career and an exciting culture, we offer:**

- Competitive salary and bonus program
- Comprehensive benefit programs

**Ready to get started? Let's go!**

Contact Amy Tiller by email: [amy@inspirenw.com](mailto:amy@inspirenw.com)

