

Wapiti Labs Account Executive

We are seeking an energetic and motivated professional, with the ability to communicate our vision and purpose in the Pet Industry. He/she will be very detail oriented, driven, motivated, and have a passion to gain more market share for our products in the pet Industry.

A great opportunity for the right person to make an impact on our company, and your career. This person will be responsible for sales of our product line within their territory.

The successful candidate will be responsible for the following duties:

- Responsible for finding new customer opportunities and selling our products to them.
- Makes appropriate number of calls daily to new and current customers to meet sales goals.
- Focus on meeting or exceeding sales goals as determined by Management and develops a forward trend to meet monthly sales goals.
- Develop a complete understanding of product offerings, pricing structure and proposal methods
- Continually looks for additional sales opportunities by networking with peers in the industry, attending industry events and trade shows, computer research and other means available.
- Keep all records of customers in CSR software accurate and continually adds information about customers on an ongoing basis
- Participates and contributes to the development of educational programs. Provides training for customers about our products.
- Works closely with the team to determine best method for selling products, closing of sales and educating customers about our products.
- Prepares for and attends trade shows and pet industry events as planned by management. Ensures that the best practices are used at these shows and events so ROI goals are met. Gathers data at these shows and events to help management determine future attendance.
- Adheres to all company policies, procedures and business ethics.

Personal Qualifications: Understands the sales process and is able to sell products to all levels of customers. Must be a self-motivated person who can work with a minimum of supervision. Must have the ability to motivate others and foster a team work environment. Must be well organized and be able to work with deadlines and under pressure while maintaining a level, cheerful disposition.

Bachelors' degree in business , or 3 years of experience in the Pet Industry. Excellent interpersonal and verbal/written communication skills, with the capability to work effectively with Retailers, Consumers, Sales Management, and coworkers.

Must be self-directed and able to work effectively in a fast paced environment. Possess strong analytical skills and the ability to take information and translate it into actionable items. Highly organized and able to manage multiple projects, owning them from inception to completion. Solid work ethic and a willingness to work a flexible schedule during peak business cycles. A willingness to travel, including overnight.

Software: Must be proficient in MS Office suite and Adobe Acrobat Reader, and Dropbox software programs.

Physical requirements: Must be able to lift up to 50 pounds, sit, stand, bend, and walk during the course of doing the job.

Must have experience in the Pet Industry or Veterinarian Care. NO PHONE CALLS - Full time or Part Time. Email resume and cover letter info@wapitilabsinc.com.