

Account Manager Sales –Real Estate Division

Fast-growing national company is seeking a full-time Inside Sales professional for our Solon, Ohio, office. We are a leading manufacturer and distributor of securing and hardware products for Property Preservation Contractors, Real Estate Agents and Property Managers. We are seeking an experienced inside sales professional who is searching for a fast-paced, high energy, aggressive organization with tremendous opportunities. Reporting to the Director of Sales, the Inside Sales person will be responsible for developing new, significant business opportunities. A background in the Real Estate industry is preferred but not required.

Primary Responsibilities Include:

- New business development
- Actively sell at trade shows
- Create and conduct proposal presentations and RFP responses
- Prospect and sell to large, national trade associations and other significant new business opportunities

Requirements:

- Sales experience servicing Property Preservation Contractors, Real Estate Agents and Property Managers preferred
- 5 to 7 years of sales experience in B to B companies
- Strong negotiation skills
- Proven business development capability
- Experience and ability to call on and present to the highest-level executives required

Personal Characteristics and Education:

- High energy, self-directed with the ability to be a team player
- Passion for the customer
- Creative and innovative sales thinker
- Bachelor's degree preferred but not required

All interested candidates should email their resume, cover letter and salary requirements to:

meisenberg@mfssupply.com