

COMPANY:

edgefactory is an Emmy© and Telly© award winning full-service media production factory. For twenty years, we've specialized in elevating brands by adding energy, emotion, and edge. Through creativity and technology with an emphasis on service, we create experiences for our clients at a whole new level. With a focus on meetings and events, corporate communications, and tradeshows, our creative excites our clients and engages their audiences in the face to face or virtual world.

JOB DESCRIPTION:

edgefactory is seeking a highly motivated Account Executive to help our company bring virtual, hybrid and in-person creative event experiences and to event organizers across the globe. The ideal candidate is flexible, comfortable working in a fast-paced, multifaceted environment, and can balance shifting priorities.

RESPONSIBILITIES INCLUDE, BUT ARE NOT LIMITED TO:

- Maintain an active sales pipeline by prospecting, qualifying, presenting, and closing new business.
- Meet or exceed monthly, quarterly, and annual sales objectives.
- Develop a thorough understanding of edgefactory's offerings to communicate value proposition to prospective clients.
- Attend key client events to develop a deeper knowledge of client needs and find additional opportunities to provide edgefactory services.
- Attend key industry events to foster existing relationships, generate new leads, and promote edgefactory within the industry.
- Coordinate internally with other departments to ensure client satisfaction.
- Lead and/or participate in internal strategy meetings.
- Other duties as assigned.
- Listen to client's needs to provide proactive ways to enhance the experience of our client's and their audience.

REQUIRED SKILLS/EXPERIENCE:

- Sales experience with proven track record of consistently meeting or exceeding performance objectives.
- Active involvement and awareness of groups like IAEE, PCMA, ASAE, and MPI.
- Established list of industry connections and relationships, for whom you can introduce edgefactory's value proposition.
- Strong communication and presentation skills.
- Ability to utilize resources and work effectively with others as a team player.
- Professional demeanor suitable for interacting with C-Suite of organizations.
- Executes and embraces company values and holds others accountable to them.
- Flexibility to work overtime, including nights and weekends, on occasion.
- Domestic and international travel possible.

- Desired qualities: Passionate, sales driven, self-starter, motivated, enthusiastic, and collaborative.

PERFERRED SKILLS:

- Understanding of video storytelling, live studio production, and management of virtual and in-person events.
- Working knowledge of Salesforce, PandaDoc and Asana.

TO JOIN OUR AWARD WINNING TEAM:

Submit your resume and demo reel to: hireme@edgefactory.com to apply for this position.

Job Location: Orlando, FL

Relocation: None

Requisition ID: AE040521

"edgefactory is an Equal Opportunity Employer"