

Account Executive

Territory: East Coast

Location: Lititz, PA

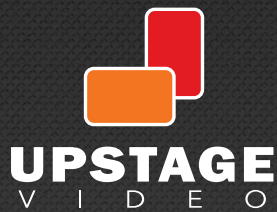
Description

The Account Executive is responsible for developing, maintaining and expanding current and potential client relationships, achieving strategic account objectives and quarterly sales quotas. This existing position represents the entire range of company products and services and will play a significant role in assisting in the growth of the company. The Account Executive reports directly to the General Manager.

Currently headquartered in Pottstown, PA, Upstage Video will be relocating to Lititz, PA to be a part of the new "Rock Lititz" live event complex. We are one of the fastest growing LED screen provider in the country to the entertainment and sports industries. Our forward-thinking company provides LED screen and camera packages to a wide variety of live events across the country. We strive to be the best in our field, with the best people and best technology the world has to offer.

Essential Duties and Responsibilities include:

- Establishes productive, professional relationships with key personnel in assigned customer accounts
- Assists in the coordination of company personnel and resources to meet client objectives and expectations
- Meets assigned account targets for profitable sales volume and strategic objectives
- Travel to events on occasion to interact with clients
- Travel to site surveys and periodically attend trade shows



Candidate Requisites:

- **Must have** an established network of contacts in the Northeast Rental & Staging community
- Positive attitude with high energy level and a great personality a **MUST!**
- Ability to motivate and influence internally and externally
- Strong verbal and communication skills

We understand our sustained growth and success is dependent upon the commitment and dedication of our team. We consider our employees to be our most valued asset. Upstage Video offers a casual dress code, competitive compensation, lucrative commission program, medical benefits and 401K plan. We invite you to find out more information about our company at www.upstagevideo.com. Please explain why you think you would be a good fit to this team, along with your compensation requirements and resume to resumes@upstagevideo.com.