



SmithCFI a reputable, design-focused leader in the business furniture industry is currently seeking a highly creative and ambitious person for developing new sales and marketing.

Job Title:

New Business Development Sales - Account Executive

Job Specifications:

2-3 years sales experience with a track record of success and references.

Duties & Responsibilities:

- Generate new business opportunities and sales volume related to agreed upon annual goals.
- Generate leads through consistent and persistent business-to-business sales efforts.
- Strong customer service focus.
- Prompt, professional and effective communication with all SmithCFI associates.
- Responsible to achieve quarterly and annual sales and profitability targets as outlined in the SmithCFI sales planning.
- Effectively manage relationships on all levels and business matters related to assigned accounts.

Supervisory Responsibilities:

Candidate will be assigned a Sales Support Coordinator to assist them.

Education:

BA/BS Degree preferred.

Benefits:

Medical, dental, vision, life, disability, 401k, paid vacation.

About SmithCFI:

For over 60 years SmithCFI has been providing exceptional service to customers in Oregon and around the country. We have built a solid reputation by creating a team of knowledgeable top quality employees. We are an organization of creative professionals committed to achieving design excellence and environmental sustainability.

We believe our employees are our greatest asset. As such, we treat them with respect and appreciation for their contributions to our company. We believe not only in providing ongoing training, but also rewarding outstanding effort and results through bonus and commission programs.

