



Posting: November 1, 2007

Convergence Marketing, a national retail merchandising firm, is looking for an experienced Sales Executive to expand its national retail merchandising services business by recruiting and developing qualified retail merchandisers and installers.

Industry Overview:

Consumer products companies and chain retailers outsource much of their store level service work. Overhead reduction trends have led to consumer products companies eliminating their retail sales organizations and retailers to reduce staffing/manpower hours at retail. At the same time, the growth of new brands and the fragmentation of traditional media have increased the need to effectively merchandise and service consumer products at retail. Third party merchandising companies fill the gap by providing retail labor resources including product servicing, display building, fixture installations, and auditing, among other important services to ensure effective brand and product category sales presentation at retail.

Company Point of Difference

Convergence Marketing has established itself as an innovator by supplying integrated merchandising solutions incorporating logistics, support center services and high quality retail manpower to both consumer products companies and retailers. Launched in 2001, with concept that there would be a need for a single point vertically integrated supplier, Convergence is one of the fastest growing companies in the merchandising services industry with an impressive Tier 1 consumer products client list including; Procter & Gamble, Sara Lee, Revlon, Philips, Maybelline, and Wrigley and retailer's; such as, Walgreen's, Duane Reade, AutoZone, Ahold USA and others.

Convergence is privately held and is implementing a significant growth strategy. The company is profitable, well capitalized and well positioned for growth both organically and through acquisition.

Ideal Candidate:

Is an individual who will bring an energetic entrepreneurial spirit to a growing company and possesses, not only a demonstrated success in sales and account management in the retail merchandising or related industry, and can provide expertise for strategic business development. This is the position for someone who thrives on achievement and enjoys working in a client focused growth oriented company.

Primary responsibility is to develop leads and sell Convergence services. This includes sales planning with Convergence Management team, getting appointments at targeted clients, making sales presentations, developing proposals, closing sales opportunities, interfacing with Convergence client services and field operations to fully meet the needs to the client.

Detail:

Location:	National
Position:	Account Executive
Career Level:	Considering both Mid-Level or Senior-Level
Compensation:	Salary plus commission
Experience required:	Retail merchandising sales/account management or related experience

Response: Email or Fax Resume and Salary Requirements to:
cmiller@convergencemktg.com
443-688-5191 (FAX)

Convergence Marketing
Account Executive
Job Detail Description

Account Executive is responsible for selling Convergence merchandising services to identified target client list. This includes new clients to Convergence and existing clients with growth potential. Convergence management team will assist with presentation development and key sales and client meetings.

- Develop new client business:
 - Aggressively seek contacts with consumer products manufacturers and retailers who purchase merchandising services
 - Network, cold call and use other sales tactics to get meetings with decisions makers
 - Utilize Convergence sales pitch to make capabilities presentations
 - Develop proposals with Convergence Management team
 - Provide sales/business forecasts
 - Close sales
 - Manage client business with Convergence client service department and field operations

- Develop existing business into strategic client
 - Manage existing client relationships
 - Develop and expand business within existing clients
 - Utilize existing client contacts/relationships to develop opportunities with other departments/areas within the client

- Executive Management
 - Participate with Mgmt Team in developing and implementing sales strategies
 - Provide ideas and innovation to develop total company
 - Ensure seamless interface with other departments within the organization
 - Participate in Trade Shows and Conferences