

ACCOUNT EXECUTIVE

DEPARTMENT:

Sales

TERRITORY:

Global

LOCATION:

Massachusetts,
Florida, and/or remote

COMPANY DESCRIPTION:

Global Interconnect is a leading Medical Device Contract Manufacturer with a 30-year track record of influencing significant business outcomes for its medical OEM customers. With headquarters in Massachusetts and locations in Asia and Central America, GII has ambitious goals to grow and build on its success of working with its customers to introduce meaningful and impactful innovation to the medical device market with our connector, cable, and electro-mechanical assembly expertise. GII continues to make strategic investments in the business to expand service offerings, bring on new customers, and grow with our existing customers.

JOB DESCRIPTION:

GII is looking to add an Account Executive to their sales and marketing team with experience in mid-market and large enterprise sales cycles. The AE is responsible for expanding and growing the customer base and total sales. They will use prospecting strategies to identify contacts and initiate the first outreach with new and existing customers. Their goal is to identify decision-makers and change agents to schedule meetings, explain our value proposition, identify opportunities, and position GII as a solution provider. Strategically working to find, run, and close new customers the AE will build the new business pipeline to grow annual revenue.

WHO YOU ARE:

- 5-10 years of experience building pipeline and closing new business with the ability to make an immediate impact.
- An individual who is passionate for consultative sales cycle of market-disrupting products. Your high energy, enthusiasm and ambition enables you to want to excel in your career
- Knowledge of how to navigate and sell into enterprise business model (example: subsidiary vs. centralized HQ)
- Excellent verbal and written (email and by hand) communication skills, with experience cold calling
- Good organizational skills and attention to detail
- Experience in MS Excel, Word and Outlook
- Familiarity with CRM (HubSpot preferred)



GLOBAL
INTERCONNECT

Global Interconnect, Inc. USA

11 Jonathan Bourne Drive
Pocasset, Massachusetts, USA 02559

Telephone: 1-508-563-6306

www.globalinterconnect.com

WHAT YOU'LL BE DOING:

- 60% - Targeted outreach, communicating value proposition via letter, samples, email, phone, and social media.
- 40% - Execution of meetings both internal + external and effectively utilizing resources to support your deliverables to close new business.
 - Work with marketing to create “strategic campaigns” for key contacts.
 - Identify customer needs and develop positive rapport within the organization.
 - Build a network; research prospective clients using web/social media, internal databases, and external tools to identify leads.
 - Document client interactions and/or prospecting efforts using a CRM.
 - Partner and strategize with VP of Sales to build pipeline and set monthly goals.

COMPANY CULTURE:

GII consists of highly motivated individuals who take initiative and go above and beyond each day to help their customers and colleagues be successful. We are understanding and empathetic to the challenges of life and strive to give our employees the flexibility to achieve the ideal work-life balance.

OUR CORE VALUES:

- Create Fun
- Build A Positive Team
- Embrace and Drive Change
- Pursue Growth and Learning
- Do More With Less
- Communication Is King

BENEFITS INCLUDE:

- Unlimited Vacation and Flexible WFH Arrangements
- Comprehensive Healthcare
- Profit Sharing
- 401K Matching
- Annual Bonuses
- Additional Bonus incentive for new customer acquisition
- Company Outings
- Gym Membership



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