



Company:

For 25 years, Stran has been developing strategic solutions for our client partners by offering customized branded merchandise and creative marketing services to meet the individual needs of our corporate customers. Stran is an entrepreneurial organization and a Top 50 Distributor, placing us among the top 1% in our industry. We are recognized as a "Best Places to Work" by Counselor Magazine, the industries predominant trade journal. Stran's corporate headquarters is in Quincy, MA and is accessible by T via the Red Line. For more information on the company, visit www.stran.com.

Stran continues to experience extraordinary growth! We are seeking an experienced Director of Strategic Accounts as well as Outside Sales Executives to develop and implement growth opportunities in existing and new markets.

Director of Strategic Accounts:

Position: The Director of Strategic Accounts at Stran Promotional Solutions plays an instrumental role in sales, account management and project management for Stran's enterprise accounts. The Director of Strategic Accounts works closely with the VP of Sales as well as Stran's Sales/Client service teams to drive new business development and ongoing revenue streams utilizing Stran's product and service offerings. The primary responsibility of the DSA is to exceed year over year sales revenue targets within assigned enterprise accounts.

The DSA brings a strong foundation of in-depth business knowledge and Information Management experience together with Pre-sales and scope management expertise, to effectively design and deploy high-value solutions that are technical and business process driven.

The DSA is also responsible for preparing proposals that include business and technical requirements as well as, the appropriate solutions, schedules, and delivery times for successful projects.

Opportunity and Pipeline Management

Actively manage and update leads, contacts, activities, and opportunities, drive, & lead opportunities through the pipeline, Responsible for maintaining and reporting on active opportunities, campaigns, and forecasted sales value with appropriate team members/leaders

Daily Responsibilities

- Collaborate with corporate teams to effectively emulate the Stran Promotional Solution brand and execute the "Stran Way"
- Maintain and communicate the Core Values of Stran Promotional Solutions
- Meet or exceed sales and margin objectives through managing a team of Stran Sales Strategic Accounts/Representatives
- Effectively manage a team - mentor, coach, and develop Account Directors/Sales team members to maximize their potential to grow Enterprise House Accounts
- Ensure highest levels of customer excellence and experience
- Maintain account reviews for top accounts and oversee quarterly and annual Customer Business Reviews (CBR's)



- Hold team members accountable to meeting or exceeding individual objectives
Create sales and activity report presentations, develop regular communication, and follow-up with executive team

Required Skills/Abilities:

- Excellent verbal and written communication skills.
- Strong spreadsheet skills.
- Excellent organizational skills and attention to detail.
- Excellent time management skills with a proven ability to meet deadlines.
- Strong analytical and problem-solving skills.
- Ability to think strategically and be task oriented simultaneously.
- Ability to prioritize tasks.
- Ability to act with integrity, professionalism, and confidentiality.
- Proficient with Microsoft Office Suite or related software.

Education and Experience:

- Bachelor's degree in relevant field.
- Experience with the Promotional Products Industry preferred but not required
- Experience with managing complex accounts in a consultative and solutions-oriented manner

Physical Requirements:

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift to 25 pounds at a time.

Job Type: Full-time

Benefits:

- IRA with match
- Dental Insurance
- Disability Insurance
- Employee Assistance Program
- Flexible Spending Account
- Health Insurance
- Life Insurance
- Paid Time Off
- Referral Program

Interested candidates should submit a resume, cover letter and link to their portfolio for consideration.
Please email us at careers@stran.com.

Stran Promotional Solutions | stran.com

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