



Sales Account Executive – Wheeling, Illinois

Beacon Fasteners and Components has been a leader in fastener distribution since 1979. Our talented team shares the drive for excellence, hard work and company values that have made us the choice for our customers year over year. Our culture is equally focused on creating outstanding experiences for our staff, our customers and suppliers.

Do you enjoy building partnerships and have a desire to grow and learn in a fast-paced environment? Then consider joining our team and help us exceed our customer's expectations while providing quality products and value-added solutions.

We are looking for a full-time Sales Account Executive to join our Sales team. This position is an integral part of our business where you will service a portfolio of customers and generate growth through new business opportunities. By understanding each customer's needs and requirements you'll directly impact business results by driving customer satisfaction and improved service level to these customers.

We are searching for a self-motivated individual who is passionate about sales, able to develop strong relationships with customers, has great critical thinking and decision-making skills and thrives in a team environment.

Essential Functions of this role:

- Service existing accounts while looking for new opportunities to increase "wallet share"
- Set and meet sales goals to support the company's growth strategy
- Deliver an excellent customer experience, assist customers with quotes and orders and resolve issues when necessary
- Utilize our CRM system to maintain up-to-date information on customer activities
- Collaborate with colleagues in purchasing, sales, quality, and shipping departments
- Manage customer relationships by providing outstanding service and timely communication
- Other tasks as required

Education/experience requirements:

- High school graduate or equivalent. Bachelor's degree preferred.
- Two years' experience as a sales account executive or similar role. Fastener industry preferred but not required.

Skill Requirements:

- Excellent verbal and written communication skills
- Demonstrated success in sales growth
- Proficient in Microsoft Office and CRM
- Keen attention to detail and customer service minded
- Exceptional time management and organizational skills

Benefits:

- Competitive base salary
- Uncapped commissions
- Three weeks paid time off
- Comprehensive health and dental plan
- 401K plan

Interested candidates please send a pdf of your resume to Kameron Dorsey at careers@beaconfasteners.com