

Elrod Engineering LLC is seeking a commission based Marketing Account Services Professional that is loyal, honest, & self-motivated, with Extensive Sales background in Commercial Signage applications including Retail, Corporate, Sports, Multi-family, etc., for our dynamic, rapidly growing, sign engineering company located in Smyrna, TN (greater Nashville area). This is a great career opportunity for the right person. We have the tools, reputation and experience to assure success. A job description has been provided below for your review. The ideal candidate will have at least 3 years of prior sales experience in the sign industry selling to National Accounts, and experience in cold calling, acquiring local, regional, and national clients. He or she must be organized, well-spoken and be professional in appearance & manner to represent our company. They must have a friendly attitude when dealing with client relations, and have excellent communication skills with the Clients and staff.

This will primarily be an inside sales position, though it may also involve periodically attending trade shows or visiting clients.

#### Job Description:

To establish long term relationships with national retail accounts in order to sell sign structural engineering design services and sign program management services.

Additional responsibilities will include:

- Draw up and execute an aggressive sales plan to promote year over year growth
- Develop sound product knowledge

#### Requirements:

- Must have 3 years of experience in the sign industry selling to national retail accounts and national/regional/local sign companies.
- Solid and proven record of sales
- Must have strong written and verbal communication skills
- Basic computer skills needed: Word, Excel, Outlook, and PowerPoint
- Must enjoy working in a small team-oriented atmosphere
- Must be organized, proactive, and persistent
- Must be a self-motivated, multi-tasker
- Must be able to work in a competitive and challenging industry
- Priority will be given to applicants who can relocate to within close proximity of Nashville, TN
- Highly Qualified applicants who live in Texas will be considered for a remote sales office

Hours: M-F

40-50 hours per week are required

Compensation: Negotiable depending on experience.

If you think you have what it takes to be successful in an industry with outstanding growth forecasted for the next several years, this could be the opportunity you have been looking for. We look forward to speaking with you further in regards to this position.

No phone calls about this position, callers will not be considered.

Please Reply to [eac@elrodlc.com](mailto:eac@elrodlc.com) with your resume