



B2B Account Executive

Full-time • Associate • Mendota Heights, MN (On-Site Only)

The B2B Account Executive will be the primary contact with our B2B accounts. The Account Executive is responsible for nurturing, building and growing the current B2B partnerships. They will also be responsible for optimizing account performance including business management, marketing, visual merchandising, operations, and more.

This is a sales position. You must have a passion for people, building relationships and growing these businesses as if they were your own. The perfect candidate will be confident, have a knack for solving problems and creating opportunities. If this sounds like you, we'd love to hear from you!

Essential Duties and Responsibilities:

- Generate increased sales with established B2B accounts and revitalize dormant accounts
- Build and maintain strong, long lasting partnerships
- Develop and deliver client-focused solutions based on client needs within established timelines
- Enforce Sigma Beauty policy, ensuring that contract and terms are being upheld
- Complete administrative account tasks, update databases, execute and maintain agreements as required
- Monitor activity, analyzes performance and identifies areas of opportunity including trends, assortments, marketing, etc.
- Work closely with many departments to ensure the clients needs are being met in a timely fashion
- Manage payments of the account ensuring they are within the scope of the agreement
- Have a strong knowledge of your accounts at all time and have the ability to relay important updates to other employees, departments or leadership at any time

Education and Experience:

- 4-year college degree preferred—preferably in business.
- 3-5 years of related experience in account managing
- 2+ years of Sales/Marketing Experience
- Industry knowledge of the beauty industry with an emphasis on B2B business
- Ability to think strategically, execute methodically, and deliver results against plan
- Strong interpersonal and influencing skills.
- Great partner and collaborator with a cross-functional team
- Thrives in ambiguity and is able to flex with changing priorities in an entrepreneurial environment
- International experience and foreign languages are not required but preferred.
- Excellent interpersonal, competitive selling technique, business acumen, organizational skills, managing complexity, and written and oral communication skills.
- Highly self-motivated
- Proficiency in MS Office and G Suite

Benefits:

- Paid Time Off (PTO), Paid Holidays and Sick Days.
- Flexible work hours.
- 401K with company match.
- Medical, Dental, and Vision Insurance; with company contribution.
- Employee discount and gratis.
- Company-wide events and celebrations throughout the year.
- Bonus pay and commission pay

Think you would be a good fit?

APPLY TODAY