

POPULUS

Job Title: Account Executive / Business Consultant

Responsibilities:

- Work with a team to execute the company's *Business Insight* program, a feedback system for growth-oriented companies that helps clarify their vision and business strategy and provides affordable, accessible, and actionable information and insight
- Identify and qualify prospective clients
- Conduct needs assessments with clients
- Prepare and deliver solution presentations based on clients' needs and interests
- Work within sales training and tracking system that requires weekly reporting and accountability
- Prepare and deliver clear, concise, and insightful presentations of research findings and their implications
- Recommend business strategies and tactics to improve clients' business performance
- Retain clients by exceeding clients' expectations for service and insight
- Grow accounts with existing clients by seeing and acting on opportunities to provide additional services
- Work in a dynamic environment under aggressive time lines

Requirements:

- Thrive on setting and achieving aggressive revenue goals
- Self-motivated and flexible
- Excellent interpersonal skills to interact positively with team members, clients, and vendors
- Ability to communicate effectively, orally and in writing
- Confident in using and publishing information in the electronic media
- Creative in developing online and static reports
- Excellent analytic and problem-solving skills
- Capable of "outside the box" thinking
- Understand marketing research processes, such as sampling, questionnaire development, data collection, and data analysis
- Ability to work with team of IT developers to create and implement service enhancements

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Education/Experience:

- A minimum of a Bachelor's degree in business, marketing, or behavioral science
- At least 3 years experience in marketing, business consulting, or marketing research

Compensation:

- Base salary and commission for client acquisition, retention, and growth
- Benefits include medical, dental, and vision insurance; IRA, flexible spending plans; and a range of other benefits

Please send resume or questions to hr@populus.com. Subject: Account Executive. No calls please.