

MAX HOME, LLC

ACCOUNT EXECUTIVE SEARCH

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Account Executive of Max Home, LLC

Job Description

Opportunity Overview:

Max Home, LLC is seeking a high-caliber executive team member. The company is headquartered in Fulton, MS, with multiple operating facilities in Northern Mississippi and Alabama. Max Home is a leading provider of upscale furniture products catering to a national clientele. The company is currently seeking an Account Executive to join the dynamic team. As an Account Executive, you will be responsible for managing and growing our accounts, ensuring client satisfaction, and driving business growth. The focus of this company is to manufacture quality products and maintain close relationships with customers. Max Home is focused on maintaining a dynamic workplace with an excellent executive team that has the ability to quickly assess and respond to the national market. This is where you come in...

The PACE Group is excited to assist Max Home in finding a great Account Executive to add to the Max Home team! Please see the two links below for additional information:

<https://www.maxhome.us/>

https://youtu.be/pCMTRuo_gdg

Top Requirements For This Position:

Education: A college degree is preferred, although individuals with military service and relevant experience will also be considered.

Computer Skills: Proficiency in computer skills is essential for administrative tasks and managing client accounts effectively.

Excellent Communication Skills: Strong verbal and written communication skills are necessary for building relationships with clients and presenting our products in a positive manner.

Experience: A minimum of 3 to 4 years of experience in a related field such as design, business, marketing, or sales is required. Previous knowledge of high-end products is a plus.

Ambitious and Career-Driven: We are looking for candidates who are ambitious, self-motivated, and eager to advance in their careers within our organization.

Travel: Some travel will be required for this position. The travel will be account-based rather than territory-based.

Essential Duties & Responsibilities:

Manage and grow client accounts: Build and maintain strong relationships with existing clients, identify opportunities for upselling, and ensure client satisfaction.

Business Development: Identify and pursue new business opportunities within the upscale market segment, expanding our client base and increasing sales.

Product Knowledge: Possess in-depth knowledge of our upscale products, including their features, benefits, and competitive advantages.

Presentations and Proposals: Develop and deliver compelling presentations and proposals to prospective and existing clients, highlighting the value and benefits of our products.

Administrative Tasks: Perform administrative duties such as preparing reports, maintaining client records, and managing sales documentation.

Collaborate with Internal Teams: Work closely with the marketing, design, and sales teams to align strategies, share market insights, and provide feedback for product improvement.

Stay updated: Keep abreast of industry trends and market conditions to identify new business opportunities.

If you are a motivated, results-oriented individual with a passion for delivering exceptional service to high-end clientele, then this Account Executive position at Max Home could be the perfect opportunity for you. Join our team and contribute to our continued success in the upscale market segment. This is an in-office (not remote) position. If interested in this position please contact Wanda Sullivan with The PACE Group at 662.401.1337 or wanda@thepacegroup.com.