

Deliver exceptional experiences with passion!

We continually strive to innovate and reimagine solutions that inspire and motivate people to exceed expectations. Our business success is underpinned by the trust that our clients invest in our products and in our commitment to delivering the very best solutions. This trust is earned by great people, doing great things.

We call it: **The Power of You**

The Role:

We are seeking a driven, self-motivated Account Executive to boost our customer base in Massachusetts. You will be responsible for pursuing leads in our database as well as discovering new prospects through traditional marketing techniques, digital marketing, and social media. While you will often collaborate with the sales team, you must be able to work independently. Our ideal candidate has at least one year of sales experience. Industry experience is a plus, but we are willing to consider applicants who have a substantial background in successful sales strategies.

The Account Executive is a consultative sales role where you will be solving your client's business challenges by offering relevant and compelling solutions.

What You Bring:

- 1-5 years of sales experience
- Strong customer service orientation
- Solid computer skills such as email and Word required
- Exposure to CRM systems such as Salesforce
- Excellent communication, negotiation, and persuasion and partnering skills

Our values define how we work as a team: Empowerment, Passion, Inspiration and Community. They make us **EPIC. Together.**

Benefits:

As an Account Executive, you will enjoy a highly competitive salary, commission, and bonus plan. Formax provides many fun and engaging incentives throughout the year culminating with an annual (all expenses paid) sales performance trip to extraordinary locations. Formax also provides sales education and professional development programs as well as excellent opportunities for advancement and professional growth.

- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Short Term Disability Insurance
- Paid Vacation, Company Holidays
- Career & Leadership Development

Please submit resumes to HR Associate Karie Merritt at kmerritt@formax.com. No phone calls, please.