
Type: Full-time
Position: Regional Account Executive
Department: Sales

Your Opportunity:

Do you enjoy working with a dynamic team? Do you enjoy helping others succeed? Are you described as creative, strategic, and a relationship builder? Have you had previous success selling services or systems that help companies improve their bottom line? Are you seeking a new challenge where you can consult with companies to help them accelerate their growth? If you understand demand creation, how business' go-to-market, business dynamics, marketing concepts, and sales, HMI could be the right opportunity for you.

Company Description

HMI Performance Incentives is an award-winning, full-service performance improvement company located in Metro Boston. HMI helps companies with large customer networks and/or sales organizations accelerate growth through the implementation of channel loyalty, sales incentive, promotional and customer engagement initiatives.

HMI's approach integrates a comprehensive and robust solutions platform, data driven reporting and analytics, creative communication campaigns, and personalized program management with customized program design powered by our Excellence Approach that helps companies drive engagement, increase sales, and optimize profitability.

Position Description

The Regional Account Executive is responsible for the development of new business in your region by selling solutions that translate to overcoming business challenges with performance incentive solutions.

The Account Executive will help identify and target potential clients, develop an account entry strategy by understanding the target's challenges. We develop relationships, and ultimately sell the client a performance improvement / promotional solution. This position works closely with an internal team to develop and present customized solutions that drive sales and channel performance, create customer preference or build employee engagement.

Functions & Responsibilities

- Utilize strategic selling skills to prospect – generate new appointments via cold-calling, warm-calling, networking, and leveraging relationships





- Develop and maintain 'target' account prospects
- Exhibit strong understanding of channels of distribution and sales organizations
- Learn and utilize HMI's business intelligence questions to gain greater understanding of a prospect's needs
- Actively participate in concept and proposal development by uncovering client objectives and utilizing HMI's prospect analysis process

Ideal Skills / Experience

- Four-year college degree
 - Successful experience in business development selling marketing solutions, professional business services or complex product solutions (i.e. Pharmaceuticals, Staffing, Hi Tech, or Consulting)
- Experience calling on director, vice president and C-suite, selling large budget projects
- Advanced consultative selling skills, with the ability to communicate creative solutions for complex business/performance issues
- Excellent written and verbal presentation skills
- Strong relationship building and network selling skills

Compensation Opportunity

We offer a competitive base salary plus commission with additional bonus opportunities. Compensation is uncapped and is based on performance.

