



Telli is seeking an experienced Director of Corporate Accounts and Business Development based in Las Vegas.

#### Company Overview:

Since 1999, as a distributor of personal care products to the Las Vegas hospitality industry, Telli has always strived to find better ways to serve our customers. Telli expanded our inventory in 2001 to serve the needs of spa locker rooms. In 2006, we added a full line of spa products including furniture/equipment and in 2010 started providing a full assortment of salon supplies.

At Telli, we believe ordering supplies and equipment should be simple, easy and stress free. We understand that business is built on providing exceptional personalized services for each client and we have a passion to provide that same level of care and attention. For almost two decades, we have committed to one philosophy, to provide the best quality products and customer service at incredible pricing.

Whether a customer is looking for a certain product or needs assistance in supporting an ordering method that works best, we are here to assist every step of the way. We will make every effort to meet specific needs and streamline the ordering process.

At Telli, the customer is what matters most and we welcome an opportunity to exceed all expectations.

### **Director of Corporate Accounts and Business Development**

#### **Responsibilities:**

- Monthly Follow-Up with current accounts at corporate level with calls, emails and/or visits to highlight new product lines and grow business in areas we don't currently do in.
- New corporate business development with calls, emails, trade shows and/or visits to promote Telli and develop new business.
- Corporate price quotes and comparisons for accounts (with Inside Account Manager).
- Attend all LVSA socials.
- Travel to trade shows. (approximately 6 trips per year)
- Travel to specific cities quarterly to meet with current and prospective accounts at corporate level. (approximately 4 trips per year)
- Market research/prospecting pre-show/visit.
- Post show follow up.
- Analyze sales statistics to determine sales potential, monitor customer preferences and inventory requirements.
- Plan and set the strategic direction of the sales and marketing program to maximize profit and increase product or service visibility (with management).
- Development of business plans and strategies. (with management)
- Develops objectives and policies for the sales and marketing department (with management).

**Marketing:**

- Promo, six times per year. Select all product forward information to Design for completion.
- Assist with annual catalog changes. Product changes and pricing.
- Meet with management regarding next year's trade shows and scheduling.
- Prepare for all tradeshow. Forward all required information to Design for needed marketing materials. Procure and select samples for gift bags.
- Review new product lines and determine viability within our product line up. This includes attending new product trade shows.
- Assist with gift bag preparation and item selection.

**Qualifications:**

- Analytical skills
- Negotiation skills
- Excellent verbal and written communication
- Knowledge of Microsoft Office applications preferred
- Demonstrate aptitude for problem solving
- Minimum 2 year's experience in a sales role
- Ability to multi-task
- Efficient and productive in a fast-paced environment
- Enthusiastic and positive
- Friendly and outgoing
- Enjoys working with people
- Team player

Industry Operations/Sales experience beneficial

Location: Las Vegas Nevada

Full Time Plus

Salary plus commission plus bonus opportunities plus benefits

Send Resume to HR@Telliind.com