

## Join the Rainier Team

If you believe in making your customers look great and want to work in an environment with 'fun' in the Mission Statement, consider joining the Rainier team.

We have an inviting showroom for customers and a manufacturing facility that lends itself to a wide array of products and solutions for potential sales.

## National Account Executive

Due to expanding opportunities, we are seeking National Account Executives to join our team and are accepting resumes from qualified candidates. If you wish to work for an industry leader with a reputation for excellence in its products and people and meet the qualifications below, we are interested in hearing from you.

### Job Description

The National Account Executive position is directly responsible for acquiring high value clients as part of the Rainier Sales team. The qualified candidate will be an experienced salesperson with outstanding communication skills. Our approach is consultative. We work with clients from concept through material selection, printing, fulfillment and installation. Your sales territory may require some travel.

### Job Responsibilities

Acquire new clients for Rainier and build a new client base for your territory of \$1M+ minimum in annual sales. Manage those accounts in partnership with a dedicated Account Coordinator to deliver superior customer service while expanding client growth with Rainier. Consistently meet or exceed sales goals, demonstrating a focused sales effort, an ability to work independently and a clear understanding of the Rainier business model.

### Skills & Qualifications

- A minimum of 5-7 years sales experience
- Experience in the printing industry - Photo Lab, Lithograph, Silk Screening, and/or Digital Imaging
- Experience selling in the Retail industry
- Demonstrated record of success in a goal oriented, highly accountable, sales environment.
- You have met an annual sales goal of \$1M+ in previous positions
- Cold calling experience preferred, with direct prospects as well as agencies
- Superior phone skills, excellent verbal and written communication skills
- Polished presentation skills
- Computer skills, Word, Excel, Goldmine
- Bachelors degree required

### Benefits

- Competitive compensation based on experience
- 401K – 25% employer contribution
- Health coverage

### Contact Information

Attn: Rhonda Kelly – Human Resources Director  
Resume and cover letter to:  
E-mail: [jobs@Rainier.com](mailto:jobs@Rainier.com)  
Fax: 425-251-5065

No phone calls, please.  
Principals only.