**Senior Strategic Account Executive**

**WASP, Inc.** began as Watkins Aircraft Support Products in 1979 with a vision focused around quality and safety in the engineering and building of ground service equipment products that support the airline and air transport industry. This focus allowed us to nearly double in size every year in the first decade. Our success provided us the opportunity to diversify our products, adding a package conveyor line in 1985, and building trailers for the U.S. military in 2002. We are a global business with products in over 65 countries.

Grounded in Midwest values, our world headquarters are in Glenwood MN with manufacturing and support locations through the Midwest. Our more than 450 employees own the company and their pride of ownership is evident in every piece of equipment delivered to our customers.

**Opportunity**

We are currently seeking a Senior Strategic Account Executive for our Ground Service Equipment division to develop and grow our global strategic accounts. The WASP Strategic Account Executive (“SAE”) is a field sales role that will be responsible for growing business with a defined target list of large and medium commercial clients. The SAE is responsible for working with the senior leadership team to develop an accurate sales forecast and achieve sales targets. Execute a territory plan and play book strategy to grow new customers and deepen current relationships with existing customer to increase annual spend. Develop and leverage cost of ownership strategies with clear ROI/value to create a compelling business case for change to WASP equipment. In addition, communicate effectively within the organizations through formal (CRM) and informal channels to foster teamwork and collaboration. The successful candidate will effectively communicate the core focus of quality, safety and capacity into WASP’s value proposition, strategies, services and products to clients while selling our full portfolio of ground service equipment.

**Summary**

Develops and ensures attainment of new sales/revenue and margin growth for strategic accounts which contribute to the company's bottom line. Staffs and directs a sales team and provides leadership towards the achievement of maximum profitability and growth in line with company vision and values. Establishes plans and strategies to expand the customer base in the assigned area, and contributes to the development of training and educational programs for customers and Account Directors.

**Qualifications**

* Bachelor’s Degree or equivalent combination of applicable education (Engineering, sales, marketing, business, economics, manufacturing, finance degree a plus)
* A minimum of 8+ years of relevant sales experience with verifiable results with large strategic accounts (Transportation or manufacturing a plus)
* Experience and success selling into Fortune 500 companies
* A clear track record of consistently meeting and exceeding revenue goals
* A sample of best practices used to grow large accounts along with results and/or training on a sales process or methodology (Solution Selling® a plus)
* Demonstrated self-discipline to work independently with minimal supervision
* Ability to prioritize and manage responsibilities, commitments and timelines
* Articulate communicator and confidence meeting with senior-level executives of large organizations
* Strong business acumen including the ability to read and understand a P&L
* Selling in an international market place is a plus but not a requirement

**Why work with us?**

* The opportunity to collaborate with dedicated professionals with a passion for quality, safety and capacity
* The ability to bring ideas and suggestions to open minds on improving the customer experience
* The satisfaction and confidence that what is promised to the customer is delivered to the customer, with no exception or compromise
* The pride of ownership that fosters commitment and stability with great reward and potential
* We invest in our people and strive to be the best of the best through training and career development
* Our team members’ health and wellness is our priority as well as rewarding them for their hard work.
* We look inward first for talent to fill new and open positions
* We have a solid set of core business values and processes the continue to open up new opportunity and growth for our team