



Fine Residential Construction
Custom Cabinetry & Interiors
Lifestyle Management Services

Account Executive, Customer Development

We are a leading residential construction company providing fine quality luxury home building, renovations, custom interiors, architectural woodworking and residential management services for discerning clientele throughout New England and the Northeast. We were recently recognized as one of The Wall Street Journal's Top 15 Small Workplaces and The Boston Globe's Top 100.

Our continued growth and market expansion requires that we add an accomplished Account Executive to our Sales Team. This is an outstanding opportunity for a proven sales professional to plan, manage and execute targeted initiatives, leading to long-term client relationships in the high-end residential market throughout Massachusetts.

Responsibilities include:

- Sell home construction and remodeling services to sophisticated homeowners, architects and designers.
- Create opportunities; generate leads with new and existing customers.
- Establish and nurture relationships with key strategic partners such as architects, interior designers, realtors and selected contractors.
- Network extensively, attend events and know the marketplace by building working relationships with targeted audiences.
- Develop effective, individualized sales strategies for each client and customer.
- Deliver sales results based on a targeted sales goal.

Although high-end residential construction experience is preferable, we will consider candidates with proven success in conceptual selling. Our ideal candidate will have the following characteristics:

- People savvy, with an innate understanding of the subtleties and nuances of people and specialized sales situations.

- How to develop and apply the most effective strategies to these situations.
- A thorough understanding of the sales process; the mechanics and psychology of selling.
- Polished, articulate and poised, comfortable with sophisticated customers.
- Proven success in closing large deals.

We offer an excellent salary and benefits package, an exciting, energetic, entrepreneurial environment; committed to excellence and customer satisfaction. If you are interested in joining a world class team and being recognized for your contributions, please contact us:

Human Resources
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