

Strategic Account Executive – Stran Promotional Solutions

Stran Promotional Solutions is growing, and we're on the hunt for **Strategic Account Executives** who are equal parts **hunter, relationship-builder, and innovator**. If you thrive on finding new opportunities, driving growth, and creating client solutions that stand out, this is your chance to make a real impact with one of the industry's most recognized names.

We want sales professionals who:

- Are **proactive self-starters** with a drive to win.
- Can build trust and **influence decision-makers** with confidence and charisma.
- Push past the status quo, always looking for ways to do things better.
- Can balance the big-picture vision with the follow-through that gets results.

At Stran, we don't just sell products—we create solutions that build brands and strengthen client relationships. And we need someone who's just as passionate about growth and innovation as we are.

What You'll Do

- **Business Development** – Hunt for new opportunities, build relationships, and expand client accounts.
- **Strategic Account Management** – Develop and manage a portfolio of high-value clients, providing proactive ideas and solutions.
- **Sales Leadership & Growth** – Lead by example, support team collaboration, and continuously sharpen your sales approach.
- **Performance & Insights** – Manage your pipeline, track performance analytics, and drive continuous improvement.

What We're Looking For

- **At least 2 years of sales experience** in the Promotional Products Industry.
- A proven record of generating new opportunities, converting leads, and growing client portfolios.
- Strong communication and relationship-building skills with a persuasive, solutions-oriented mindset.

- A self-driven, results-focused professional who thrives in a fast-paced, entrepreneurial environment.
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Why Stran?

Stran is recognized as a **Best Place to Work** and a **Top 20 Distributor** in our industry. We're a high-growth, creative organization where your contributions make a difference—and where you'll be surrounded by people who share your drive for success.

We live and work by our **Core Values**:

- Client Focused
 - Accountability
 - Continuous Improvement
 - Respect & Teamwork
 - Integrity
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What We Offer

- **Unlimited earning potential** with salary/draw + commission structure.
 - Incentives for exceeding sales goals.
 - 401K with 3% company match.
 - Comprehensive benefits package & additional perks.
 - A voice at the table—your ideas matter here.
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👉 If you're ready to bring your talent, energy, and ambition to a company that rewards results and celebrates success, we want to hear from you. We are in a brand-new office overlooking the water at Marina Bay in Quincy (Boston), MA. This position is remote and/or working from our Boston office.

Apply today and show us why we can't pass up the chance to talk to you.