

Account Executive

Description

COMPANY OVERVIEW:

CREO Industrial Arts is a custom fabricator that has been producing high-end architectural products for over 40 years. We execute the vision of the world's finest architects, experiential graphics designers, landscape architects, and exhibit designers, producing extremely high fit and finish custom products for a wide variety of venues.

From the smallest, most detailed piece to large, multi-story structures, CREO does it all. Every project is different, but what they all have in common is the sophistication of the design and the industry's highest standard of quality.

Job Summary:

The role of the Account Executive is to identify environmental graphics (aka signage) and specialty fabrication projects, and pursue them to close. This is done primarily through developing and maintaining relationships with environmental graphics designers, architects, general contractors and various end users (i.e. real estate developers, corporations, etc.), and by identifying and pursuing individual projects that include signage or specialty items (i.e. FF&E, custom lighting or other place-making elements).

Responsibilities

Essential Duties and Responsibilities:

- Identify key potential lead sources, including but not limited to EG designers, architects, general contractors and construction management / project management firms – and develop relationships with them
- Actively participate in local associations and other networking activities to broaden presence in the marketplace
- Develop knowledge of CREO Industrial Arts and the industry in general to the point where you are considered a subject matter expert in the area of fabrication for signage and other specialty fabricated items.
- Qualify and pursue opportunities once they are identified
- Prepare and submit proposals, and participate in the full length of the sales cycle, including project interviews where and when necessary.
- Assist Project Manager through the execution of the project, helping resolve issues that arise and managing the client relationship as needed.
- Collaborates closely with Estimating, Project Management, Engineering, and Production teams to develop accurate proposals and deliver successful projects
- Works with Accounting on pricing, billing, and margin tracking
- Partners with Marketing and Leadership to support business development initiatives
- Perform other duties as assigned

Qualifications

Hiring organization

CREO Industrial Arts

Employment Type

Full-time

Base Salary

\$ 85,000 - \$ 100,000

Date posted

September 18, 2026

Qualifications:

- Bachelor's degree
- Minimum 5 years of sales experience with custom products/services that follow a similar sales cycle to that of high end signage and graphics projects
- Experience selling custom or project-based solutions (not transactional sales)
- Familiarity with sign/specialty fabrication materials and methods
- Results-driven and competitive, with a strong drive to win new business and exceed sales goals
- Proven track record of meeting or exceeding sales targets
- Ability to manage multiple opportunities and priorities in a fast-paced environment
- Strong organizational skills and attention to detail

Preferred Experience:

- Sales experience in the construction or environmental graphics/signage industry

Job Benefits**COMPANY SALARY/BENEFITS:**

CREO offers a strong culture focused on career growth and development, along with a competitive compensation package. Employees receive 9 paid holidays annually and 2 weeks of paid time off (PTO) during their first year of employment.

In addition, CREO provides a comprehensive benefits package, including medical, dental, vision, life insurance, accidental death and dismemberment (AD&D), and long-term disability (LTD) coverage.

CREO also offers a generous 401(k) retirement plan match, contributing 100% of the first 3% of eligible compensation you contribute, plus 50% of the next 2% you contribute. This means that if you contribute 5% of your pay, CREO will contribute an additional 4%. Company matching contributions are immediately 100% vested, giving you full ownership of those funds as soon as they are deposited into your account.

Contacts

If this position sounds like a perfect fit for you: **Apply Today**

CREO provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.