

Education Account Executive – Field Sales – Grand Rapids, MI

Value added reseller and technology solutions provider seeks qualified Account Executive with a minimum of 3 years field sales experience, and experience in the education marketplace is preferred.

Job Responsibilities:

Find and execute sales of the The Professional Group's products and services in the assigned territory.

Track and report both potential sales and actual sales, using the company's software tools to quote, forecast and track all sales.

Demonstrate products to potential clients.

Develop and implement a strategic business plan that involves utilizing the Education Consultant and Inside Sales Support personnel to meet the goals for the accounts in your territory. This plan will be developed in conjunction with the Director of Sales.

Job Requirements:

This is a position with a strong emphasis on selling skills, account and people management skills, as well as the ability to communicate and present effectively.

Essential Skills:

- Winning attitude and successful track record
- Excellent written and verbal communications
- Self-motivated, energetic team player
- Effectively manage and provide direction/support for the assigned Education Consultant and Inside Sales Support Rep.
- Strong work ethic
- Strong interpersonal skills
- Ability to think on your feet

This full-time position offers a base salary plus commission. Great benefits package that includes medical, dental, 401K with company match, paid time off and holidays.

If qualified, please send your resume including salary requirements to:

nancyk@theprosgroup.com

Applicants should respond by e-mail with resume, letter describing relevant work experience, at least three references, and salary requirements. Incomplete responses will not be considered. Applicants who respond by phone, or respond without salary requirements will be disqualified.

Principals only. Recruiters please don't contact this job poster.

Please, no phone calls about this job!

Please do not contact job poster about other services, products or commercial interests.