

Job Summary:

Responsible for developing new business and lead generation within assigned territory. Account Executives will build their territory to maximize the growth of the company.

Supervisory Responsibilities:

- None

Essential Job Functions:

- Assists the Company in developing new business opportunities through cold calls and leads.
- Utilizes CRM technology to document activity and track results.
- Maintains contact with prospects through in-person sales calls and phone block.
- Develops new appointments through prospecting in territory and scheduled phone block sessions to ensure activity and pipeline meet required standards for tenure.
- Assists in Company marketing programs/initiatives, as needed
- Observes and benchmarks other Account Executives to establish and replicate best practices.
- Consistently installs new business within assigned territory.
- Performs other related duties as assigned.

Experience & Qualifications:

- Four-year college degree and/or success as a Service Representative.
- Familiar with codes, products attributes, and procedures within the safety field.
- Has a general awareness of business, financials, sales, and safety principles.
- Strong ability to utilize technology to increase new business activity.
- Strong ability to prospect in-person and over the phone, build rapport with prospects and close business.
- Professional certification may be required in some areas.
- Maintains a valid driver's license, auto insurance, and ability pass a drug and background check.

Physical Requirements:

- Prolonged periods of sitting, standing, walking, and talking on the phone, attending virtual online meetings, and working on a computer.
- Must be able to lift up to 25 pounds at times.
- Must be able to operate a motor vehicle and travel when needed.

Compensation Structure:

- Base Salary: \$50,000 - \$57,550 (*bi-weekly pay frequency*)
- Annual Commission/Bonus Potential: \$40,000 - \$135,000+ (*commissions are uncapped & paid monthly, bonuses paid quarterly*)
- Annual Cell Phone/Vehicle Stipend: \$10,500 (*paid monthly*)

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