

Sales Account Executive – Outside Sales

NAMES AND NUMBERS

Job Description

Company Overview

As an innovative, entrepreneurial company we are passionate to continue growing and expanding our robust online digital product offerings to include Online Listing Management, Social Media Marketing, Facebook Marketing, Google My Business Marketing, Websites and E-commerce, Reputation Management and our highly searched Online directories. Our digital advertising compliments our successful publishing history of online, print and mobile local business directories since 1974.

We are seeking an Outside Sales Account Executive with unquestionable work ethic and integrity, a burning passion to succeed, who desires to become a valued, integral part of our company today and in the future. A track record of commitment to winning and exceeding sales quotas is required.

The average Sales Account Executive will earn between \$75,000 - \$100,000 and top producers will exceed \$100,000 plus bonuses.

This role involves establishing relationships with current and new clients, offering recommendations through formal sales presentations and written proposals and completing annual contracts.

Responsibilities

- Offer a comprehensive one stop shop advertising solution for local businesses to include Online, Mobile and Print advertising products
- Present our online digital products such as Online Listing Management, Social Media Marketing, Facebook Marketing, Google My Business Marketing, Websites and E-commerce, Reputation Management and our highly searched Online directories to help increase their visibility online, improve their Google ranking and attract more customers
- Acquire knowledge of client's business needs and critical factors in order to recommend appropriate solutions and opportunities for sales revenue increases in print and online
- Maintain knowledge and awareness of key industry trends and best practices
- Some overnight travel will be required
- Apply successful business principles to manage the assigned territory in order to meet revenue goals consistently, enhance client satisfaction and continue relationship expansion

Qualifications

- Minimum 2 years of successful outside business to business sales experience
- Bachelor's degree desired or equivalent sales experience
- Strong organization and project management skills
- Ability to work independently
- Success in establishing and accomplishing challenging personal goals
- Self-motivated, well organized and committed

Benefits

- Average earnings \$75,000 - \$100,000
- Guaranteed salary or commissions earned, whichever is greater, plus bonus opportunities
- Residual earnings for customer renewals
- Eight days paid training
- Health, Dental and Vision insurance co-shared with the company
- Advancement opportunities
- Travel expense allowance
- Company paid holidays
- 401 K

Names and Numbers is an Equal Opportunity Employer