

CONTRACT: ACCOUNT EXECUTIVE

LOCATION: Remote within U.S. or Canada

ACCOUNT EXECUTIVE

Sales Talent Group is a sales recruiting agency that is scaling in the U.S. and Canadian B2B markets. As a result, Sales Talent Group is seeking an experienced and ambitious Account Executive to join our team! The successful candidate will report directly to the Founder and CEO. If you are driven to source new business opportunities and manage relationships with existing clients, this job is for you! You'll be directly responsible for the maintenance and expansion of our customer base.

COMPANY OVERVIEW

Sales Talent Group is a B2B sales recruitment agency providing the North American market with unparalleled and differentiated value. Sales Talent Group is a Preferred Sales Recruiting Provider for the National Venture Capital Association. The unique value proposition encompasses quota achieving sales talent guaranteed for 12 months, for the same fees as competitors levy with a limited 3-month sales placement guarantee.

Sales Talent Group provides SMB and Large enterprise companies with A-Type Sales Players achieving risk mitigation and a predictable sales growth model for clients.

Sales Talent Group's 12 Month Sales Placement Guarantee includes:

- The **ONLY** sales recruiting agency that **Guarantees the 1st Year's Sales Quota Achievement**.
- 45-Day Placement of A-Type Sales Professionals.
- No conditions on a replacement for both resignation and terminations, if required.

The ideal candidates will have skills and experience in sales and in customer service, be self-driven and results oriented.

ROLE & RESPONSIBILITIES:

- Business Development activities including identifying new leads and sales opportunities.
- Source new accounts and nurture existing accounts for up sell opportunities.
- Manage the entire sales cycle from lead generation to securing the sale.
- Build strong client relationships and provide customer support as required.
- Support and develop any new high potential go-to-market strategies.
- Provide professional after-sales support.
- Collaborate with sales recruitment department to transition sales into recruitment function.
- Reporting of sales results, forecasts, market trends and market feedback.
- Collaborate with ownership to scale the organization regionally.

QUALIFICATIONS:

- A minimum 5 years experience as an Account Executive in the sales recruitment industry.
- A 'book of business', extensively networked with Ideal Customer Profiles including Sales Leadership in the SaaS, IT, IOT, Cybersecurity and Telecom verticals.
- Networked with Venture Capital and Private Equity firms is a preference.
- Extremely sharp at sales process execution including strong closing skills.
- Demonstrated successful record with sourcing, qualifying and nurturing leads.
- Solid close rate with demonstrated repeat business.
- Sense of ownership and pride in your performance and its impact on company's success.
- Critical thinking and creative approach to solving problems; you think outside the box.
- Team and growth mindset.
- Collaborative style with generation of new ideas.
- Strong time-management skills; self-starter.
- Great interpersonal and communication skills; vertically and horizontally.
- Excellent knowledge of HubSpot CRM software is preferred.
- Comfortable with remote working environment.

SALES TALENT GROUP - BENEFITS:

- Attractive compensation plan with Base Salary + Commissions (relative to industry experience).
- A unique sales recruitment offering with unparalleled value.
- A proven and repeatable sales process.
- Sales training and mentorship.
- SQL and MQL sales leads provided to Account Executive.
- Professional and fun work culture.
- Unlimited income potential with available bonuses.
- Opportunity for advancement as per aggressive growth plans.