



**Employer:** justotech Corporation  
**Position:** Sales Account Executive  
**Job Location:** Remote, USA or Canada  
**Employment Type:** Full Time  
**Salary Range:** Base Salary + Commission

The Account Executive is responsible for account management and growth within an existing client base, as well as prospecting and developing new business within a protected geographic territory area.

An ideal candidate must penetrate new territories, build a steady pipeline and close new business using a variety of techniques, including following up on prospect inquiries, tradeshow attendees, purchased lists, customer and prospect referrals. This position requires the ability to identify, call on, and interact with decision makers at targeted organizations.

This position requires 100% personality, dependability, professionalism, and a desire to have fun! This role incorporates a mixture of sales, training and brand advocacy and is an exciting opportunity for someone who enjoys technology and in person customer interaction.

Success Criteria for this position include quality and volume of opportunities/appointments generated, and meeting quarterly and annual sales quotas.

This is a great opportunity for an individual with passion for business development and international business who is interested in professional growth.

#### **Key Responsibilities:**

- Create, develop, negotiate and enhance corporate relationships with clients, prospects and other persons of interest in corporate training departments and eLearning industries
- Identify key decision makers and interact with influencers, qualify leads, negotiate solutions and overview sales strategy
- Develop proposals and estimates; manage pipeline and new opportunities
- Meet and exceed sales targets
- Execute and improve proprietary data collection techniques of leads and prospects
- Actively seek new prospects via networking, tradeshows and warm calling
- Maintaining a sound knowledge of client's strategic learning plan
- Increase visibility and value in products and services
- Meet potential and existing clients and consult with key client stakeholders to understand and analyze their learning and training needs.

**Job Requirements:**

- Ability to work remotely
- Must have smart phone capability
- Previous sales or account management experience is preferred, but not required.
- 1-2 years of sales, marketing, customer service or event promotion experience a plus
- Passionate, committed, and high level of energy
- Must be a self-starter, energetic, and results driven
- Basic technical knowledge a requirement
- Advanced technology skills and abilities a plus
- Reliable Internet access
- Proven track record of at least 2 years achieving sale goals
- Demonstrated proficiency using salesforce.com or a similar CRM system

**Education Requirements:**

- Bachelor's degree in business, education or instructional technology preferred but not required.