

Account Executive

Medina, Ohio – US

Education Level: **Bachelor's Degree (preferred, not required)**

Hours: **8 am – 5pm; Full Time**

Classification: **Non-Exempt**

Compensation: **Base Plus Commission**

ALICE Training Institute is looking to add talented and professional individuals to our team. We work with organizations across the United States, providing them with new safety and business opportunities.

Our drive to make a difference and continue to lead the evolution in active shooter response tactics is at the core of what makes our solutions so effective. At the ALICE Training Institute, we're always working to create new stories of improvement. From teachers and healthcare professionals to police and everyday citizens, our active shooter training classes, held across the nation, teach skills that improve your chances of survival anywhere you go in life.

Position Summary

The ALICE Training Institute is looking for a talented and competitive person that is seeking to advance their career and whom thrives in a positive, fast-paced environment. The successful candidate will be managing the relationship with existing customers and will continually be looking for ways to add more value to the customer. They will carry a quota and be responsible for taking leads engaged in the buying process through to close and hand-off.

This is a high transaction-oriented sales cycle environment. The successful candidate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. The candidate must be comfortable making high volume outbound calls per day, converting prospects to opportunities and closing sales.

Essential Job Functions

- Develop strong rapport over the phone, exhibits excellent interpersonal skills and service abilities
- Excellent verbal and written communication skills
- Achieve monthly sales goals
- Has a strong telephone manner for successful cold calling and Interest in making a large volume of outbound calls per day
- Develop new business within a specified territory and or vertical market(s)
- Use of strong prospecting, selling, and influencing skills to identify qualified/quantified opportunities.

Qualifications

- 2+ years of lead generation experience using the phone, email, and social media platforms
- 2+ years of sales experience – cold calling to close
- Self-motivated, responsible, and accountable, strong work ethic, ability put in the extra hours
- Works effectively in a fast-paced and rapidly evolving corporate sales environment
- Results-driven, self-starter, persistent, highly motivated to increase earnings despite rejection
- Good verbal and written (email) communications skills
- Dynamic telephone presence
- Previous experience with Salesforce a plus
- Experience with startups a plus
- High school or equivalent required
- Must be legally authorized to work in the United States without sponsorship

*****Duties, responsibilities and activities may change at any time with or without notice.*****

How to Apply

To be considered for this position, please submit your resume, cover letter, and salary requirements via email only to recruitment@alicetraining.com.