



Junior Account Executive

We're Hiring!

Etactics, Inc. has an immediate opening in the Akron/Cleveland, OH area for a Junior Account Executive in its EDI Solutions Division.

The Junior Account Executive will enjoy a highly competitive salary and commission plan, full benefit plan, matching 401k program, travel reimbursement and training program. Etactics also provides excellent opportunities for advancement and professional growth. This is a full-time, employment position.

The successful Junior Account Executive will consistently generate new monthly revenue and margin contribution for the company within assigned market segments and/or territories. This will be accomplished primarily through consultative and value-based approaches to selling Etactics EDI Solutions applications and services as well as other Etactics offerings to existing customers and new prospects. This individual will be evaluated regularly by comparing actual month-to-date and year-to-date achievement to assigned quota for the same periods.



Requirements

Education: Bachelor's Degree of equivalent career experience

Experience: Quota-based B2B sales
Telemarketing
Healthcare Revenue Cycle Management



Duties and Responsibilities

- Become proficient in discussing and conducting high-level demonstrations of EDI Solutions products
- Contribute to team effort by accomplishing related results as needed
- Develop product and relevant industry application knowledge
- Develop then evaluate the effectiveness of "out of the box" sales strategies and models
- Gather and share competitive intelligence with Etactics team members
- Maintain and expand the company client database in the company's CRM tool
- Maintain relationships with clients by providing support, information, and guidance
- Meet designated sales targets
- Prepare required sales reports
- Prospecting via telemarketing, social media, email and networking
- Qualifying and accurately forecast sales opportunities
- Qualifying, and Forecasting Skills
- Recommending profit and service improvements
- Researching and recommending new market opportunities
- Sales Hunter, Farmer and Closer



Skills and Qualifications

Adaptability and flexibility
Creativity
Customer Service
Emphasizing Excellence
Energetic and Enthusiastic
Growth in Industry Knowledge
Independence
Meeting Sales Goals
Tenacity

Negotiation
Personal Accountability
Presentation Skills
Proactive approach
Forecasting Skills
Hunter Mentality
Aptitude
Communication skills
Team Orientation
