



<https://sales-executives.com/job/fort-worth-texas-b2b-account-executive-business-development-3/>

Account Executive – Business Development

Description

Career opportunity for a proven hunter sales representative!

Our client is a leader in business-to-business services and products. Making outside sales calls, you will provide business solutions for your current customers and prospects. This is an expansion position. Promoting from within is key with this company so if you are seeking a company to work your way up the career ladder, this is for you!

Responsibilities

Preferred Qualifications:

- ☑ Strong presentation and communication skills
- ☑ Proficiency in Microsoft Office (Word, Excel, PowerPoint, Outlook)
- ☑ Experience with Customer Relationship Management/CRM systems such as Salesforce

Qualifications

What we need in experience:

- o Minimum 18 months business-to-business sales experience specifically focused on new account generation
- o Demonstrated success in developing new business and generating sales leads within an assigned sales territory
- o Bachelor's degree
- o At least 21 years of age
- o Valid driver's license
- o Subject to Criminal background check

Job Benefits

For you:

- ☑ First year \$110-125k a year, over \$150 year 2
- ☑ Salary: 60k to 65k (May go to 70k in a more expensive area)
- ☑ Ramp Up Pay: \$200 a week for 26 weeks (total \$5200)
- ☑ Monthly Car Allowance (\$500) & Fuel Card
- ☑ In the office 3 times a week for phone block and sales meetings, usually for 4 hours, then back in the field- 2 days a week work from home in your territory
- ☑ Paid 8-Weeks Training
- ☑ Company Laptop & Cell
- ☑ Culture of promotion
- ☑ No waiting period for Benefits
- ☑ 9 Paid Holidays
- ☑ 2 Paid Floating Holidays
- ☑ 401K Plan

Hiring organization

Sales Executives

Employment Type

Full-time

Job Location

Cleveland, Ohio

Base Salary

\$ 110,000

Date posted

April 8, 2025