



*Background Screening and  
Human Resource Solutions*

## **Position Opportunity**

### **Sales Account Executive**

First Contact HR is seeking a Sales Account Executive. This person will be responsible for developing and implementing regional and local sales strategy for increasing sales and profits; responsible for achieving quarterly and annual sales objectives, including all business-to-business sales calls, developing and coordinating sales presentations, and ensuring adequate sales service.

### **General Qualifications**

1. At least one year business-to-business sales experience with track record of success.
2. Knowledge of sales process and critical steps to closing deals.
3. Proven track record of successful client relationship management and business development - established business contacts preferred.
4. General knowledge of computers, word processing and Microsoft Office applications.
5. Ability to think strategically and act tactically in a dynamic environment is essential.
6. Above average people skills.
7. Enjoy working in a team environment.

Compensation will be a combination of base and sales commission. Training will be provided to assist the successful candidate with understanding First Contact HR's services. Growth and development is a top priority. We are looking for a self-motivated individual who enjoys winning.