

Sales Account Manager Job Description

Are you looking for a rewarding opportunity to work in a growth-oriented, fast-paced and entrepreneurial environment? Tired of traveling and days on the road? Five Star Professional. We are looking for consultative account managers to join our sales team. Five Star Professional recognizes service professionals who provide their clients with high quality, exceptional service. Our research team manages the process of screening and identifying the most highly qualified professionals to receive the Five Star Professional award. Your job is to share the good news of their selection for the award and help them market their award with a variety of product and services that will generate more referrals and help them grow their business. To learn more about the Five Star award program please go to www.fivestarpromotional.com

PRIMARY SKILLS & RESPONSIBILITIES:

- Achieve sales goals
- Follow up on qualified company-supplied leads.
- Demonstrate a solution oriented consultation approach to selling
- Build recognition and articulate the value proposition of the Five Star Award specific to each customer
- Engage in dialogue with customers to understand needs
- Overcome price concerns and other objections by demonstrating value
- Direct customers to the best solutions based on their expressed needs, inquires or problems.
- Keep promises and commitments
- Diffuse difficult conversations professionally
- Maintain customer profile information to strategically build relationships going forward.
- Input notes, log call information into customer relationship management system

REQUIRED SKILLS AND QUALIFICATIONS:

- Self Starter
- Minimum 2 years proven experience in a sales role, bachelor's degree preferred
- Demonstrated successful track record using a consultative sales approach including:
 - Customer development
 - Relationship building
 - Needs analysis
 - Excellent relationship building skills
 - Demonstrated critical thinking and process orientation skills
 - Strong communication and listening skills
- Ability to build trust and rapport with clients over the phone based on your personal presentation of Five Star program.
- Ability to develop a deep understanding of the professional's business, industry and needs, then craft solutions to help the professional achieve their objectives.
- Previous phone sales experience with track record of high performance.
- Ability to be self directed, organized and on task.
- Ability to qualify leads, address objections and close the sale.
- Understanding of Wealth Management, Real Estate, Mortgage or Home/Auto Insurance markets preferred.

- Strong computer skills including MS Outlook, Excel, and CRM programs.
- Previous experience with Sales Force preferred
- Must be self-motivated; energetic; results-driven and a team player.

POSITION TYPE, LOCATION AND BENEFITS:

- Full time: Base salary plus commission.
- There is no travel required for this position.
- Benefits: Medical, Dental, 401-K, Paid Time Off (PTO) and profit sharing.
- Total Compensation: base plus commission, total compensation opportunity \$75,000 +.
- Desired Skills and Experience