

Employment Opportunity

<u>Title:</u>	Sales Executive
<u>Reports to:</u>	Sales Manager
<u>Hours:</u>	Full-time with the ability to work flexible hours (salaried position)

Position Overview

The self-motivated Sales Executive will contribute to Quest CE's Sales Team and report to the Sales Manager. The Sales Executive will introduce and promote Quest CE's products and services to C-Level prospects in the Broker-Dealer and Financial Services Industry, while delivering the best overall customer service and satisfaction to our clients. Expectations are high for this role and so are the rewards!

Company Overview

Quest CE is located on the western edge of Milwaukee, so we have the benefits of the city environment without the parking problems associated with a downtown firm. Parking is free as are the snacks, coffee and soda available to our team every day. We enjoy a business casual work environment, while working with top technology systems. The collaborative team environment and our focus on work-life balance for our team members are some of the reasons we are on the 2016 list of Best and Brightest Places to work in Milwaukee, Fortune Magazine's Best Workplaces for Women, Entrepreneur magazine's Annual 360 List of *Well-Rounded Businesses* for 2016, the GRC Innovation award for one of our proprietary web-based technology platforms, to name but a few of our honors!

[Learn more about our culture]

Seeking Candidates Who

- Are self-motivated, detail-oriented, organized, and able to prioritize and manage multiple projects and responsibilities
- Have experience working in a fast paced team environment
- Possess excellent interpersonal and communication skills, both written and verbal, and the ability to effectively communicate with clients (internal and external) and train other team members
- Are able to quickly learn new computer programs and apply a high-level of problem-solving skills

Compensation and Benefits

- Competitive Starting Salary Range - \$45,000 to \$55,000+ based on education and experience, a generous commission plan, and annual salary reviews
- Full suite of benefits including health/dental/vision insurance, paid holidays and a liberal PTO benefit, company-matched 401(k) plan, team focused events including Brewer outings and monthly themed "food days", a share in the company's profits, use of the corporate Milwaukee Zoo membership, and much more.

Required Skills

- Bachelor's degree in Business Administration, Marketing, or Finance, or related experience
- 3+ years professional work experience in B2B selling, handling inbound and/or outbound calls

- Currently hold or previously held a FINRA Securities License, a plus.
- Demonstrate a high level of negotiation and communication skills, both written and verbal.
- [Previous selling experience within web-based technologies or innovative online products](#)
- Motivated for success in sales through strong influencing skills and a solid understanding of the sales process.
- Past experience in conducting formal sales presentations to prospects/clients – use of WebEx technology a plus
- Excellent working knowledge of Microsoft Office Suite applications and the aptitude to learn new systems/programs.
- Ability to prioritize and manage multiple projects and responsibilities. Keen attention to detail
- High energy level and creativity in sales prospecting

Qualified and interested candidates are encouraged to send a resume to jobs@questce.com attention Adam Krenke, EVP of Operations. Please visit our corporate website for more information on Quest CE.
