

TITLE: Senior Sales Executive – Inside Sales (B2B)

REPORTS TO: Sales Manager

HOURS: Full-time

Position Overview

As a Senior Sales Executive, you will promote and sell Quest CE products and services to C-level contacts/decision-makers in the Broker Dealer and Financial Services industry. And with over 10,000 Broker Dealer offices located all over the country, the opportunities for success are high!

- This is a consultative B2B position selling over the phone, email, social media, and via online meetings. You will own the entire sales process from opening to closing.
- Prior experience in selling software solutions to multiple stakeholders will definitely give you a leg-up on the competition.
- An established book of prospects to contact will be provided to get you started.
 - Beyond the initial list, you will do your own lead generation to grow your list
 - Outgoing phone call quota is 50 per day
- Competitive Base Salary Range of \$40,000 to \$50,000
- Generous Commission Plan pays you 20% on all new sales
- Annual New Sales quota of \$250,000
- Participate in cooperative upsells to our existing clients and earn a 10% commission

Company Overview

Quest CE recently re-located our corporate offices to the prestigious Research Park in Wauwatosa. Our brand new open environment space provides opportunities to collaborate with the team, while also giving you the work-life balance we all crave. Parking is free as are the snacks, coffee and soda! We are a casual dress work environment with a focus on technology sales to the financial services industry. Check out more about our culture and benefits at www.questce.com

Are You A Match? Seeking People who:

- Are DRIVERS for success
- EXCEL at developing connections with their prospects
- Are not afraid of the word NO!
- Are PERSISTENT and CONFIDENT
- EMBRACE the challenges of TECHNOLOGY
- Are PATIENT and LISTEN to prospects
- Are MOTIVATED by the CHALLENGE of individual goals
- ENJOY transparency and contributing to sales team objectives
- OPEN to limited travel

Skills Needed:

- Bachelor Degree in Business, Marketing, Finance, preferred.
- Currently hold or previously held a FINRA Securities License, a plus.
- 3 years of professional work experience in a Sales or Account Management role, handling inbound and/or outbound calls.
- Past professional work experience in conducting formal sales presentations to prospects/clients

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.