

TITLE: Sales Executive – Inside Sales (B2B)
REPORTS TO: Sales Manager
HOURS: Full-time

Position Overview

As a 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 starting at \$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 corporate offices are located in 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.