

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

Description

Quest CE is a leading compliance technology company with expertise in simplifying state and federal regulations for C-level contacts/decision-makers in the financial services industry (*broker-dealers, investment advisory firms, etc.*).

We are looking for a Sales Executive to lead the expansion of Quest CE's web-based solutions across the nation by generating new accounts and expanding current accounts. The right candidate will be an enthusiastic, self-starter that's not afraid of being a part of an industry/business that is driven by innovation, and therefore, constantly evolving.

Responsibilities

- Prospect, identify, develop, negotiate and, ultimately, close new business and upsell existing accounts
- Research, follow-up on leads, and track opportunities to continually feed sales pipeline
- Become an expert on the Quest CE proprietary platform so to be able to best advise prospects on which products will deliver the most value
- Initiate communication to prospective clients via multiple mediums (*email, phone call, LinkedIn, conferences, creative methods, etc.*)
- Assist in transferring new sales to our account management team, post-sale, to ensure proper onboarding
- Annual New Sales quota of \$250,000, with a KPI goal of 50 calls/day

Requirements

- Bachelor's Degree in Business, Marketing, Finance, preferred
- 3+ years of professional work experience in a sales or account management role, handling inbound and/or outbound calls (*ideally within financial services or B2B marketspace*)
- Ability to travel, when required, within the United States
- Understanding of cold/warm calls, intelligent emailing and conducting web-based sales presentations
- Currently hold or previously held a FINRA Securities License, a plus
- Prior experience in selling software solutions to multiple stakeholders, a plus

What We Offer

- A highly competitive compensation plan (*Base Salary starting at \$45,000, Commission Plan pays you 20% on all new sales and 10% on cooperative upsells to existing clients*)
- An innovative, collaborative culture. We **believe** in culture
- Fun, flexible and casual work environment, located in a newly designed office space, with amazing people
- Free snacks, coffee and soft drinks
- Paid vacations and holidays
- Great benefits including medical, dental, and vision insurance, Health Savings Account, 401K
- Free gym access, located on the first floor of the building
- Awesome team events (*daily 20-minute "fitness" breaks, ping pong tournaments, holiday parties, etc.*)