

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

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### Description

Quest CE is a leading technology company with expertise in simplifying state and federal regulations for C-level contacts/decision-makers in the financial services industry (SEC-regulated broker-dealers, investment advisory firms, etc.). In your role, you will be the strategic driver for go-to-market training programs, in addition to tracking and audit technology solutions.

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. The ideal candidate will drive a full-cycle sales process for our software and services through prospecting, building relationships with key decision-makers, presenting the value of our solutions, negotiating contracts, and closing opportunities.

### Responsibilities

- 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.)
- Through a consultative sales process, you will be responsible for identifying and converting sales targets, including tracking of sales prospects to establish a qualified pipeline, and activities including customer presentations, product demonstrations, and closing business

### Requirements

- Bachelor's Degree in Business, Marketing, Finance or related field, preferred
- 3+ years of professional inside sales experience in a SaaS or enterprise software environment, preferred
- Ability to travel, when required, within the United States
- Basic understanding of cold/warm calls, qualification, intelligent emailing and conducting web-based sales presentations

### What We Offer

For this position, we will reward your sales talents with an attractive compensation plan, which includes 20% on all new sales and 10% on cooperative upsells to existing clients. Sales reps typically average \$70K-\$90K in year one, with income continuously growing through new business opportunities and upsells. In year two through new business and upsell opportunities, the average sales representative earns \$115K+.

We are proud to be nationally and locally recognized as one of the **"Best and Brightest Companies to Work For"**. Our inviting culture fosters collaboration, innovation, and motivates team members to take on important work, every day. We also offer great benefits including medical, dental, and vision insurance, Health Savings Account, 401K, career growth and professional development opportunities, tuition reimbursement, sustainable work-life balance and flexibility. Our recently renovated office location offers a casual-dress workplace, complimentary snacks and drinks, a ping pong table, free onsite gym access and more.