



SALES ACCOUNT CONSULTANT - \$70,000+ (Atlanta Midtown / Buckhead Area plus field positions in other states)

Job Description:

We have an exceptional opportunity for an Account Consultant position eventually leading to a Vice President of Sales role for the right candidate. This is a true career opportunity with strong income and upward advancement. We also provide a strong flow of qualified leads to help jump start sales, a large existing database of pre-qualified leads to save time. You will be part of a ground floor founding team in a fast growing tech-based company with a very large upside opportunity. We have a modern, well-equipped headquarters in Atlanta Midtown / Buckhead Area. We also have a slightly different telecommuting position available for skilled sales reps who live outside of Atlanta (please inquire).

Company Description:

BizSummits is one of the top business communities for corporate executives in the world. Today, with thousands of business professionals as members, BizSummits provides premium information and knowledge on pressing issues concerning current trends along with news and developments in the rapidly changing national and global business environment. BizSummits operates over 20 specialty groups by function including the CFO Summit, the CIO Summit, and the HR Summit. The goal of BizSummits is to enhance the success of executives and their businesses by sharing experienced and proven approaches to their most pressing concerns. For more information visit our website at www.bizsummits.org

Qualifications:

- 1+ years of business to business sales experience required. (cold calling, lead generation, inside sales)
- Selling intangibles to senior executives preferred.
- Knowledge of MS Office applications, including word and excel
- Familiarity with web based applications, products, and services
- Strong communication skills – written and verbal
- Thrives in a fast-paced, competitive sales environment
- Bachelors degree

Compensation:

Initially we provide a total compensation at quota of \$70,000 (\$25K base plus commission which the majority of our new hires have consistently reached within 3 months). You will automatically advance to a total compensation at quota of \$80,000 (\$28K base plus commission) when you exceed your monthly revenue goal by 20% and reached quota for the last 3 months. There are 4 additional levels of automatic advancement, each with an increasing base, benefits, and mentoring of others which progress you to \$120,000 at quota (plus an uncapped ceiling for outstanding performers).

Location:

Atlanta, GA (Midtown / Buckhead Area) - We have a modern, well-equipped office in Atlantic Station. We also have a slightly different telecommuting position available for skilled sales reps who live outside of Atlanta (please inquire).

To Apply:

- Send resume and salary history in confidence to hr@ceventures.com
www.ceventures.com

Keywords: Sales Representative, Sales Associate, Sales Rep, Key Account Representative, National Accounts Manager, National Account Manager, NAM, Sales Executive, Sales Director, Sales Executive, Sales Director, Solution Sales, Account Representative, Sales Representatives, B2B Sales, New York, Los Angeles, Chicago, Houston, Philadelphia, Phoenix, San Diego, San Antonio, Dallas, Detroit, San Jose, Indianapolis, Jacksonville, San Francisco, Columbus, Austin, Memphis, Baltimore, Charlotte, Fort Worth, Boston, Milwaukee, El Paso, Washington, Nashville, Seattle, Denver, Las Vegas, Portland, Oklahoma City, Tucson, Albuquerque, Atlanta, Long Beach, Kansas City, Fresno, New Orleans, Cleveland, Sacramento, Mesa, Virginia Beach, Omaha, Colorado Springs, Oakland, Miami, Tulsa, Minneapolis, Honolulu, Arlington, Wichita, St. Louis, Raleigh, Santa Ana, Cincinnati, Anaheim, Tampa, Toledo, Pittsburgh, Aurora, Bakersfield, Riverside, Stockton, Corpus Christi, Lexington-Fayette, Buffalo, St. Paul, Anchorage, Newark, Plano, Fort Wayne, St. Petersburg, Glendale, Lincoln, Norfolk, Jersey City, Greensboro, Chandler, Birmingham, Henderson, Scottsdale, North Hempstead, Madison, Baton Rouge, Chesapeake, Orlando, Lubbock, Garland, Akron, Rochester, Chula Vista, Reno, Laredo, Durham, Modesto, Huntington, Montgomery, Boise, Arlington, San Bernardino