ALTA VISTA
STRATEGIC PARTNERS

Job Title	Account Executive
Reports to	Sales Manager

Job Purpose

As an Account Executive, you will be responsible for generating new sales opportunities to expand AltaVista's presence nationwide. You will be the driving force behind our sales efforts, by connecting with potential customers through call and email communication. This self-starter position will require high motivation and the ability to work independently.

Duties and Responsibilities

- Source new sales opportunities through high-volume outbound calls and emails
- Utilize CRM software to track and manage leads and sales activities
- Build and maintain strong relationships through consistent follow-ups and support
- Achieve and exceed monthly sales goals and quotas

Compensation Summary

This is a performance-driven compensation structure.

- **Base Salary:** $50,000 to $60,000
- Uncapped Commission Structure
    - Commission Trail paid for up to 36 months on closed business
- **First Year On-Target Earnings:** $80,000 to $85,000
- **Second Year On-Target Earnings:** $100,000+ as your book of business grows
- Annual Incentive Opportunities

As your client portfolio grows, your recurring commission grows with it. Your compensation will increase year over year as your book expands and matures.

Top performers have the opportunity to exceed OTE. Your earnings are directly tied to your ability to generate and close business. There is no ceiling for someone who consistently performs.

Qualifications

- Bachelor's degree in marketing, business, communications, advertising, public relations, or a related field preferred
- Strong verbal and written communication skills, with the ability to effectively engage prospective clients and build professional relationships
- Highly motivated, goal-oriented, and driven to achieve and exceed sales targets
- Strong organizational and time-management skills with the ability to manage multiple prospects, activities, and priorities
- Ability to work independently in a target-driven environment while collaborating effectively with a team and taking direction from leadership

Company Benefits

- 401(k) plan with a 3% employer contribution
- Health insurance plan options with an employer contribution towards premiums
- 3 weeks of paid time off
- 7 paid major holidays + 2 paid floating holidays
- Job positions are in-person first with work from home flexibility
- Open-floor office environment with standing desks
- Collaborative and supportive work environment

AltaVista Strategic Partners is an equal opportunity employer and will consider all applications equally and without regard to race, sex, creed, religion, color, national origin, age, family history, or sexual orientation.