



ACCOUNT EXECUTIVE

Title: Account Executive

Department: Inside Sales

Reporting: VP of Inside Sales

Base Salary: \$60,000

The Account Executive:

As a dedicated Inside Sales hire at Runbeck Election Services, you'll have a unique opportunity to tackle a green field opportunity and help shape our sales team. You will be responsible for achieving an individual quarterly and annual sales quota based on opportunities sourced in an assigned geographic territory and tiered account list. The ideal candidate will be responsible for prospecting future customers that will contribute to meaningful revenue and strategic business opportunities for the company. You are a team player and able to collaborate with the direct team, the sales organization as a whole, and everyone in the company. RES seeks candidates with strong character, self-motivation, who are excited about the election services industry, are solutions oriented, and love to win.

Responsibilities:

- Prospect, develop, maintain, and grow revenue-generating relationships with small to mid-tier counties across the country
- Work with all internal groups to prospect new business, ensure success and to grow the RES position in the marketplace
- Communicate RES offerings and unique value-proposition to counties via email, over the phone, and through formal RFP responses
- Managing complex sales cycles even as products evolve, capabilities expand, and market dynamics change
- Report and track all revenue including sales activity and deal pipeline through Salesforce
- Represent RES with the highest level of integrity

Key Requirements:

- Bachelor's Degree
- 2-3 years of sales experience (public sector a plus), with at least half at a technology solutions organization
- Ability to effectively manage a weekly schedule with a minimum of 10-12 client engagements
- Strong relationship building skills
- Effective communication with management to forecast revenue accurately
- Work well with the entire sales team as a collaborative contributor to our overall goals
- Independent problem solver - comes with solutions, not just challenges
- Has a high sense of integrity and respects clients and colleagues
- Excellent presentation skills and ability to communicate company value prop through a variety of formats: presentations, software demonstrations, and casual conversation

Additional Information:

- Compensation includes a base salary along with commission and benefits
- U.S. Citizenship is required

Join the Runbeck Team today! Inquire at Jobs@Runbeck.net

Runbeck Election Services

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