

The Account Executive role is responsible for new business development, maintaining client relationships, and meeting budgeted sales goals within a designated territory. This position coordinates business operations and must be receptive to requests for assistance from clients, and NWS staff members.

This is a full-time in office role with 60%+ of time spent in the field, and remote optional Fridays. Base wage is \$52k - \$62k per year (Depending on Experience) with uncapped commissions \$\$\$!

Job Functions:

- Generate new business in assigned territory through various channels, including cold calls, trade shows, networking events, and community engagements.
- Schedule and conduct regular client meetings and presentations to expand business opportunities.
- Develop and maintain multiple lead sources by attending trade shows, professional organization meetings, and community events.
- Respond to client and prospect inquiries regarding bill rates, co-employment, safety, pre-employment requirements, and other related topics.
- Negotiate and establish pricing for staffing programs, including pay, bill, direct hire, conversion fees, and general pricing.
- Prepare proposals for business, address Requests for Proposals (RFPs), and facilitate presentations as needed.

MINIMUM REQUIREMENTS

Education and Experience:

- High School Diploma, Valid Driver's License, and proof of auto insurance.
- Minimum of 2 years outside sales experience.

Work Environment:

The Account Executive will be located in a professional setting with their own office space. The AE will work independently in the field to visit clients or house accounts, and to participate in client safety evaluations. During safety evaluations there could be a need to wear protective clothing or safety vests depending upon the environment.

Physical Requirements:

General physical requirements are prolonged periods sitting at a desk and working on a computer. With the ability to lift up to 15 pounds at a time.

Travel Requirements:

Travel will primarily be within the territory of the branch or the corporate office.