



# CAPITALE ANALYTICS

CORPORATE ASSET VALUATION & ADVISORY SERVICES

## Company Overview:

Capitale Analytics is an independent valuation firm specializing in business valuations and machinery & equipment appraisals. We meet the ever-increasing needs that exist in today's complex financial landscape by assisting financial institutions, CPA firms, private equity firms, attorneys, municipalities and manufacturers across the nation with their varying valuation needs.

**Title:** Senior Account Executive

**Location:** Indianapolis, IN

**Base Pay:** Negotiable based on experience

**Other Pay:** Commission fee structured included

### Industries:

- Machinery and Equipment Appraisal
- Business Valuation
- Other financial and accounting services

**Manages Others:** No

### Job Type:

- Sales
- Finance
- Other

**Education:** Four Year Degree

**Experience:** At least Four years

**Travel:** Negligible

## About the Job:

Professional service sales experience is a must and experience in sales of appraisal services or other financial services is highly desirable. The successful candidate will be engaged in selling machinery and equipment appraisals and business valuation services. There are also opportunities to sell miscellaneous accounting services as well as established property tax reduction services to large commercial and industrial prospects throughout the United States.

Success in this position requires the ability to develop prospects meeting the company's client profiles; the initiative to seek new clients and generate contacts with decision makers; the ability to sell independently with minimal supervision and sufficient computer skills to maintain company databases.

The successful candidate will be responsible for building and maintaining client relationships through consistent and periodic contacts, effective writing, presentation, communication and organizational skills.

Compensation includes base salary and generous commissions.

**Responsibilities:**

- Develop prospects meeting the company's client profiles
- Prospect and build relationships with lenders, CPA's, attorneys
- Manage accounts and assist service team with engagements

**Requirements:**

- Previous experience in sales of appraisal services is highly desired
- Previous experience with outsource lending processing institutions is highly desired
- Commercial and small business lending knowledge, is not required, but preferred
- The ability to demonstrate critical thinking, sound judgment and work independently is a must for the position
- Individuals for the position need excellent organizational, interpersonal, telephone, documentation, and communication and time management skills
- Salesforce Experience a plus, but not required
- Initiative to seek new clients and generate contacts with decision makers
- Ability to sell independently with minimal supervision