

ACCOUNT EXECUTIVE WANTED

We are currently expanding our network, and need an account executive. The person in this position will be responsible for selling ITEX memberships to prospective businesses by explaining detailed information as well as the benefits to belonging to the organization.

You will:

- Schedule appointments with business owners.
- Conduct personal visits with business owners.
- Actively seek new businesses and follow-up appropriately.
- Prospect and cold call new businesses.
- Convince business owners of benefits of belonging to ITEX.
- Maintain knowledge of objectives and goals of organization.
- Keep office personnel updated with new member information.
- Keep updated on new services that a member may provide.
- Assist members in taking full advantage of their membership.

You must:

- Have strong organizational skills.
- Possess good time management skills.
- Be detail-oriented.
- Have previous sales experience.
- Be professional in appearance.
- Have a dependable vehicle with proof of license and insurance.
- Demonstrate strong verbal and communication skills.
- Have exceptional people skills and outgoing personality.
- Maintain a schedule.
- Have a good work ethic

You will be responsible for selling membership to network to local business owners. ITEX is an international trade exchange, where people barter goods and services, and bank their barter dollars to purchase goods and services that they can use. You will need to seek out new members by actively canvassing prospective territory. This is not a phone sales position, but one where you will be required to make an appointment with a business owner, meet with the owner, and present the benefits of the program. You may also need to walk/drive from business to business in prospective area. Prior to meeting with business owner, you may need to perform research on the prospective member to know what goods or services he or she could offer for trade that would be beneficial to members of the group.

Call: XXXXXXXXXXXXX