



Wall Street Business Center Recruitment Programs

United States, United Kingdom & Ireland (US,UK & Ireland)

Account Manager:

Wall Street Business Center is a leading provider of global high security business equipment and information services. The position requires a dynamic and professional commission-only account manager from around the US, UK & Ireland to promote and market to our current and new customers.

You can be or be acting as a account manager or a sales agent already, to manage our existing accounts or willing to set up your own business, and would like to earn a significant remuneration package up to 50%, with uncapped earnings averaging from \$7,000 to 25,000 per month, selling proven products and services for our market leading and innovative company.

Responsibilities:

- Managing existing accounts in a specific territory (full training and support will be given).
- Development of new business in the territory (full training and support will be given).
- Building a set of accounts in a defined territory with first year commission and renewal commission on 2nd year recurring sales revenue (renewal rate >50%).
- Networking and creating opportunities to meet with senior-level decision makers.
- Presenting, proposing, negotiating and closing sales.
- Building a pipeline of opportunities to ensure you meet your business goals and objectives.

Essential Skills/Experience:

- Proven and demonstrable track record in new business sales.
- Able to set up appointments/meetings at a senior level with potential clients, experienced selling at senior level and confident about discussing both products and commercial issues such as finance, budgets, etc., with procurement and finance directors.
- Experience of operating a sales database & MS Office packages—Word, PowerPoint & Excel.
- Excellent telephone communication skills—professional etiquette, articulate and succinct.
- Commercially astute with personal charisma and the ability to identify potential business opportunities.
- Confident and able to communicate and present solutions at senior level.
- Negotiation and closing skills. Must be assertive.

Desirable Skills/Experience:

- Previous knowledge and experience in information technology would be helpful but not essential.
- You may have experience in the following roles: Sales Agent, Sales Executive, Field Sales Manager, Sales Rep, B2B (Business to Business) Account Executive, Internal Sales Executive, External Sales Executive, Account Manager, B2B Sales, Territory Sales Executive, Regional Sales Executive, Sales Manager, etc.

No terminology in this announcement is intended to discriminate on the grounds of age, and we confirm that we will gladly accept applications from persons of any age for this role.

Equal Employment Opportunity & Affirmative Action

