

AccuBANKER is a company unlike any other in our market. Our unique vision and marketing positioning has revolutionized the cash handling industry. Our associates and partners are driven by the idea that the peace of mind, of automated cash handling, should not only be enjoyed by select Banks and Financial Institutions but also by any other business that accepts cash as a form of payment. As an integral part of this vision we are currently looking for a qualified Sales Executives to help us build a Corporate Accounts Team in our Miami, FL location.

As a **Corporate Accounts Sales Executive**, you will initiate a consultative value based sales approach to work with "C- Level" executives, LP Managers and Middle Management to bring value to their organizations by creating efficiencies and cost reductions through the use of AccuBANKER Solutions. Target Corporate Accounts are assigned by vertical markets and comprised of national retailers with more than 50 store fronts. AccuBANKER provides a top notch supporting cast which gives the Sales Executives the back end support and service needed to get the business done.

We'll support your career growth with initial and ongoing sales training, advanced sales tools, and an attractive compensation package designed to reward you for your initiative. We offer an industry-leading compensation and benefits package, including:

- Competitive base salary
- Uncapped commissions
- Comprehensive benefits package that starts on your first day of employment
- Pension plan and 401(k) with company match
- End of Year Bonuses based on performance
- State-of-the-art sales automation tool
- Laptop computer and wireless handset
- Rapid advancement opportunities for outstanding performers

AccuBANKER is an Equal Opportunity/Affirmative Action Employer; M/F/D/V. As a certified MBE AccuBANKER believes that diversity leads to strength.

REQUIREMENTS

We're looking for high-energy individuals with aggressive hunting skills to sell our "best-in-class" line of AccuBANKER products to National Retailers. Sales Executives should be willing to demonstrate initiative and persistence in prospecting, penetrating, creating demand, developing, retaining and growing a portfolio of accounts in a 'direct sales' business model. A typical portfolio contains a selected set of named accounts organized by industry verticals, where a sales history may or may not exist. A portfolio often contains strategically important accounts that represent high business potential. The qualified candidate will have 2 - 5 years in a quota driven sales position, and must have excellent prospecting and new business development skills. Required sales skills / traits include:

- Problem Recognition
- Eagerness to Learn from Prospects
- Strategic Clarity and Orientation
- Achievement Driven Personality
- Experience with Value/ ROI Selling Models
- Consultative Selling,
- Situational Flexibility
- Solid Work Ethic

Our standards and expectations are high but then again it's a high-speed, exciting career with unlimited earnings potential. Are you ready?