



Account Executive

Summary:

At Zepol, we're focused on bringing competitive and market intelligence products to the international trade arena. We continually strive to provide the most innovative and advanced online global trade data applications to organizations around the world. Customers have access to vital competitive, market, and specific product information, allowing them to significantly improve their tactical and strategic business planning.

Zepol is looking for a talented and energetic individual for an Account Executive position. This individual will work with an industry-leading international trade intelligence product. If you would like to work with a growing company and enjoy the challenges and rewards of working with a small group of driven professionals, please respond by submitting your resume to careers@zepol.com.

Job Responsibilities:

As an Account Executive, this individual will be expected to aggressively perform all activities related to selling TradeIQ™ subscriptions within assigned territory and/or market segment. This includes performing online demonstrations, utilizing web-based conferencing software, and basic customer support.

- Acquiring new customers and maintaining existing customers, including renewal sales and upselling of additional user licenses.
- Must become proficient with all uses, features, and benefits of TradeIQ™.
- Sales activities may include contacting inactive or cancelled customers.
- Responsible for meeting monthly sales quota, including a minimum amount of new business.
- Record all sales activity and customer communications within CRM (web-based customer relationship management software).
- Vast majority of sales activities will be telemarketing-based (i.e., virtual office environment), although local/regional direct sales may be required.
- Assist with creating new marketing and sales opportunities.
- Prospect/lead generation: Utilize TradeIQ™, networking events, and different media (magazines, newspapers, online sources, etc.) to generate prospects. Focus on defined industries and/or geographic markets. Corporate supported web-based advertising.

Requirements:

- Applicant must be multilingual as they will be targeting companies outside the United States.
- Highly motivated and energetic self-starter able to work independently, and as part of a team, in a telecommuting environment. Virtual office capabilities required (i.e., PC and broadband Internet access).
- Sales goal oriented with intense desire to grow personal income with commissioned sales.
- College degree in international business, management, or other business-related field is preferred.
- Must possess sales techniques/skills, have the ability to aggressively close new sales/renewal sales, and possess solid customer support skills.
- Previous sales experience, direct or indirect, a plus.
- Excellent oral and written communication skills.
- Must be highly organized and detail-oriented.
- Internet and PC savvy, including outstanding MS Office (Excel, Word, etc.) skills. Experience working with CRM (customer relationship management) software a plus.
- Applicants must have at least 2 years of sales experience.

If you are interested in this position, please send your resume to careers@zepol.com.