Account Executive

Job type: Full-time

Locations:

Preferred location is San Diego but flexible to AZ, CA, CT, PA, UT, or VA markets. Domestic travel required (30%)

Overview:

In this highly visible role reporting to the VP of Client Outreach and working closely with the CEO, the Account Executive is responsible for driving growth and selling TEAM's Employer of Record solution to new financial institution clients. The Account Executive will generate revenue with proven B2B sales skills (in-person, phone, and virtual) and excellent written communication. This individual will nurture sales leads and close new accounts by uncovering the prospect's needs, delivering compelling presentations of TEAM's solution, being a trusted expert, and methodically managing the sales process. Organization, clear communication skills, high-energy and professionalism are essential for this role.

Responsibilities you will own:

The Account Executive will own our sales pipeline. This list of duties and responsibilities is not all inclusive and may be expanded to include other duties and responsibilities.

- Discover prospective client needs, present solutions, identify and engage decision makers, nurture opportunities, and generate new business
- Develop a deep understanding of TEAM's solutions to deliver a compelling value proposition and overcome objections of prospective clients
- With help from the business development representative, develop new opportunities from outbound call and email activities
- Ensure follow through on all qualified leads and opportunities
- Utilize SalesForce to document relevant information, maintain and expand client data and update changes to existing information to ensure unified sales approach
- Attend industry conferences and lead meetings with a national pipeline of prospects
- Handle inbound, unsolicited prospect calls and convert them into sales opportunities
- Meet or exceed quarterly and annual quotas

What we are looking for:

- Self-motivated with high energy
- Desire to prove skills and grow professionally
- Strong problem identification and objection resolution skills
- Exceptional verbal communication and presentation skills
- Excellent listening skills
- Ability to work individually and as part of a team
- High level of integrity and work ethic
- A track record of meeting or exceeding quarterly and annual sales quotas

- Proficiency in Salesforce.com Customer Relationship Management (CRM) a plus
- Attention to detail, highly organized, and strong time management skills
- Willingness to travel (approximately 30%)

Education and/or Experience

- Bachelor's degree preferred
- Sales/development experience (enterprise sales preferred)
- 5+ years professional experience required

Additional Skills:

Ability to write business correspondence. Proven experience in uncovering prospective client needs, effectively presenting information, and credibly responding to questions from prospective clients and colleagues. Requires excellent verbal and written skills, with proven success communicating with management, peers, multiple levels of customer organization, as well as external groups and organizations.

Benefits:

Company-sponsored medical, dental and vision plan for employees and their dependents, 401(k), wellness program, learning development program, life insurance, long-term disability coverage, charitable contribution matching, volunteer time off and employee assistance program. In addition to accrued vacation time and sick time, TEAM recognizes 12 paid federal holidays. For team members based out of the San Diego office, we provide daily catered meals, weekly massages, onsite fitness center, a fully stocked pantry, happy hours, free parking and much more.

About TEAM Risk Management Strategies

Founded in 2003, TEAM Risk Management Strategies is the leading provider of outsourced payroll, human resources and risk management solutions to fiduciaries, trust beneficiaries, high net worth families and other worksite employers of domestic staff and service providers. By serving as the employer of record, TEAM protects those who would otherwise directly employ domestic staff and other service providers from employment-related risks and assumes the hassles of employee administration through the provision of workplace insurance, liability coverage and compliance with evolving employment law. We pride ourselves on providing fanatical customer service nationwide in partnership with hundreds of financial institutions, including many of the nation's largest banks, wealth managers, law firms and corporate partners. We maintain a collegial and fun-loving culture underscored by frequent team celebrations, office pranks and a common passion for those we serve.

Our vision:

To provide expert employment solutions, compassionate service, and creative partnership to the people we serve.

Our mission:

The people we serve and those who support them have peace of mind knowing they can choose their own service providers without the burden or risk of being an employer.

Our values:

- **Teamwork:** We care about each other and the work that we do. We are always ready to lend a helping hand and work together to solve even the toughest challenges.
- **Customer service:** We consistently go above and beyond to provide the highest level of service to our clients. We are responsive, creative and will find a solution to any problem.
- **Accountability:** We are passionate about the work that we do. We hold ourselves and each other accountable to a high standard of quality.
- **Integrity:** We are honest and ethical in our interactions, and we do the right thing for the right reason, 100% of the time.
- **Compassion:** We care deeply about our clients, our employees, the families we serve, and each other. We are open-minded and enter our interactions with respect and an assumption of positive intent.
- **Fun:** We take our work very seriously but not ourselves and we prioritize balanced lives for our team.