

Enterprise Sales Executive

Position Description:

We are looking for an ambitious, self-motivated, seasoned sales executive to work with CEO/Founder. The focus will be on driving new revenue and working on marketing efforts of Mezrah consulting including research and development, prospecting, digital marketing campaigns, establishment of distribution partners, and the sales implementation of specific cases. Establishing relationships with C level decision makers of large public and privately-held companies and being able to take an opportunity from open to close is paramount.

Responsibilities:

- Prospect both corporate and individual opportunities (e.g. cold calls and referrals)
- Following up on leads and opportunities and scheduling meetings and conference calls are essential
- Coordinate with appropriate department on preparing deliverables
- Coordinate with all departments throughout the entire sales and implementation process (e.g. client on boarding, enrollment, etc.)
- Prepare follow up communication pieces (letters, MC cards, memos) after every meeting
- Manage call list, identifying decision makers at each company, obtaining contact information and reaching out to leads and opportunities via phone, email, and mail to set initial meetings for producer
- Research prospective clients in targeted markets, pursue leads and follow through in obtaining a meeting with a decision maker (e.g. business owners, CEO or CFO)
- Follow the latest industry developments and stay up-to-date on competitors
- Become a student of the business; gain an understanding of the target market by strategy and moreover, which strategies are most appropriate given a particular corporate fact pattern
- Understand the complexities of the strategic corporate sales process and all of the buying influences
- Understand MC business model including plan designs, financial implications, and legal issues
- Attend industry and community events to promote Mezrah Consulting
- Travel, when needed, to attend client meetings and industry meetings

Qualifications:

- Four-year college degree (Business or Finance preferred)
- Five years proven track record in an enterprise sales position

Desired Experience and Skills:

- Excellent interpersonal skills
- Strong proficiency in verbal and written communication skills (e.g. ability to ask the right questions)
- Understanding of finance, accounting, and tax concepts
- Ability to work autonomously and perform well under pressure
- Strong attention to details with ability to organize and prioritize
- Strong follow up skills
- Strong negotiation and decision-making skills
- High comfortability speaking directly with high net worth individuals and C-level executives
- Experience selling financial services to CEOs, CFOs, Treasurers, and/or Board of Directors
- Professional style and approach while being aggressive, hungry and tenacious