



Sales Account Executive

Requirements:

- 3+ years of industry/ business development experience
- High school plus some advanced education.
- Work with various people to develop a book of contacts applicable to this industry or bring with them.
- Gain workable knowledge of Wido's business model so they can meet with customers and generate sales for the company.
- Develop a sales plan that incorporates revenue goals, sales and cold call standards, weekly reviews/reports and maintain complete documentation of their progress.
- Must demonstrate customer service skills to guide prospective and existing customers through their onboarding and longer-term business relationship.
- A knowledge of sales software would be a plus for future use.
- Negotiating skills a plus.
- Highly positive work environment.
- Competitive salary and benefits.

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